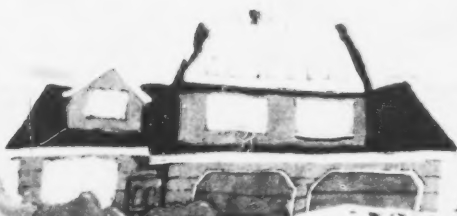
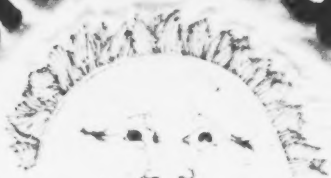


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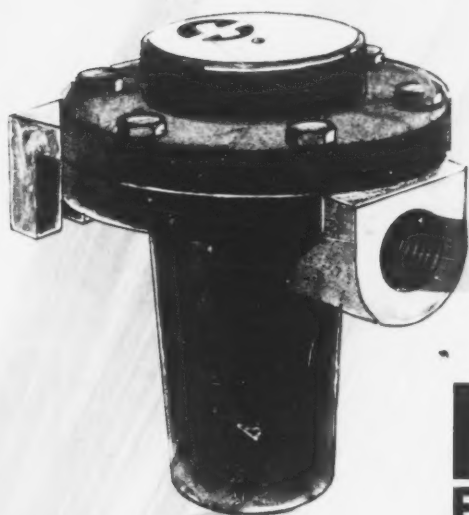
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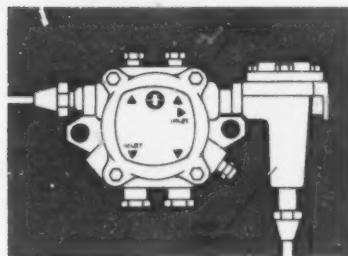
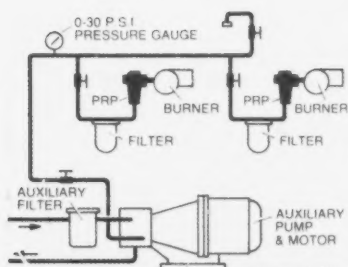
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December 1, 1979

AGA's Kean Tells Industry Gas Supplies May Be Tight

DETROIT--John Kean, this year's chairman of the American Gas Assn., warned members at the group's annual meeting here that the industry will need one trillion cubic feet of natural gas from Mexico by 1990. "If we don't get it, we could be in trouble," Kean warned. He said U.S. needs currently were 20 tcf annually, but that the demand would rise to 25 tcf annually by the mid-1980s. "Additional quantities of imported liquified natural gas will also be required to meet demand," Kean said. "It's absolutely imperative that existing and emerging supplemental gas supply projects receive governmental approval and that they be built on an expedited basis."

Meanwhile, gas utilities around the country continue to take on as many conversion customers as can be hooked up, including Elizabeth-town Gas Co. in central New Jersey, which Kean heads.

Bumpers' Speech Explodes In NOJC's Face at Conclave

DENVER--Don't expect Dale Bumpers to be invited back to a National Oil Jobbers Council meeting. And unless quick footwork is done by the NOJC staff, don't expect many major producer/refiner marketing execs back either. At a luncheon here on October 26th that was supposed to honor the marketing execs--NOJC's Annual Salute to Marketing Luncheon--the Arkansas Democratic Senator lambasted the major oil company representatives so harshly that several threatened never to attend another NOJC meeting.

Bumpers, a former Governor of the Razorback State, predicted flatly that a "social upheaval that will test the system like it's never been tested before" would occur if marketing departments aren't divested from the major oil companies. He also suggested that gasoline decontrol wouldn't do very much for NOJC members. "Refiners would benefit greatly, but the marketers would still be kept on a short leash. All decontrol of crude oil does is make the majors legitimate partners in OPEC."

Red-faced NOJC staffers scurried after fuming marketing execs following the bombshell luncheon speech to apologize. One exec was quoted by The Oil Daily as demanding a formal, written apology or he would never attend another NOJC convention, dispatch staff to any NOJC meeting or contribute any more money to the group. Written apologies are reportedly on the way.

NOJC Reverses Stand
On Gasoline Decontrol

DENVER--The vote was taken after Senator Bumper's speech, but whether his opposition to decontrol swayed anyone is not clear. What is clear is that the NOJC Board of Directors unanimously approved the elimination of gasoline price and allocation controls, reversing a stand it took this past May. The Council's Motor Fuels Committee had reported that larger companies had been able to expand their operations at the expense of smaller ones under controls. "These trends toward concentration will continue, leading to a far less competitive market in the future," the Committee warned. Heating oil marketers are relieved by the vote, since it means the Council now has a united stand against controls at any level for any product--including heating oil.

White House Assured by Independent
Distributors of Supply Commitments

WASHINGTON--An independently-organized group of heating oil distributors has assured the White House that they will supply all customers this winter, regardless of the income level. In a move sanctioned by NOJC--though not authorized--the distributors tied the commitment to a \$1.35 billion aid package backed by the Carter Administration. The group said the action was taken "to assure all oil heat customers that there is an ample supply of heating oil available." But, the group cautioned, "the guarantee is based on speedy enactment by the Congress of the \$1.3 billion low income assistance legislation now awaiting final approval, which will make funds available at the local level."

CIA Sees Oil Shortages
Reoccurring in Early '80s

WASHINGTON--The next major oil shortage is likely to begin in late 1981, according to the chief of the Central Intelligence Agency's Office of Economic Research. Maurice Ernst told the House Intelligence Oversight Committee that an update of the Agency's worldwide oil supply summary showed that the outlook for oil production in the Persian Gulf had worsened considerably and that Soviet production will fall off dramatically at that time. "Some countries with oil reserves that are large, relative to production, are increasing that production slowly or not at all," Ernst said. "These cautious policies reflect both a strong preference for production profiles that stretch reserves over longer periods and an aversion to even a small risk of impairing ultimate oil recovery."

Soviets Seen as Big Losers
In Iranian Shutdowns

WASHINGTON--In testimony from the same CIA briefing that was withheld for more than a month, the Agency's analysts have told the House

Intelligence Oversight Committee that Soviet production shortfalls predicted for the early 1980s will help stave off the possibility of a major cutback in overall OPEC production since the Russians themselves will be major importers from OPEC. The CIA points to last winter's Iranian cutback as an example of the effects of cutbacks on the Soviet Union. More than 10 million Soviets in the Caucasus region were severely affected when natural gas traditionally imported from Iran was suddenly cut off.

Majors Fight Criticism of Profits with Media Campaign

HOUSTON--Stung by virtual across-the-board criticism of their record third-quarter profits, the majors, and some smaller refiners, have struck back with a media blitz that may or may not be coordinated. "We're Proud of Our Profits," declared one group of 11 small refiners in the Washington Post. "Today's Profits--Tomorrow's Energy," Gulf exclaimed in the Wall Street Journal. "Profits Are Up. Now We Can Spend Even More Money to Look for More Energy," claimed Shell in the Houston Post.

Most heating oil distributors contacted by Dateline shrugged at the majors' profits and preferred to withhold comment. One, however, took a philosophical view: "Now that they're spending big bucks to defend themselves against all this 'windfall profits' talk," he said, "maybe they'll lay off ads that try to put the blame for today's ridiculous retail heating oil prices on us." The reference was to the recent series of Exxon and Chevron ads that most marketers viewed as an unjustified attempt to pin the blame for skyrocketing heating oil prices on retailer profit margins. "Most marketers felt like they had been stripped naked by the ads, especially Exxon's," said one Dateline source. "Profit margins are supposed to be sacrosanct, and most distributors thought those ads were blasphemy...or worse."

Times/CBS Poll Shows Continuing Doubts On Energy Shortage Validity

NEW YORK--More than half the respondents to the latest New York Times/CBS News Poll said they thought the energy shortage has been fabricated. Roughly one-fourth indicated that, given a choice of ways to deal with the high earnings of the majors, they'd favor a government takeover of the industry. The answers, however, differed considerably by party affiliation, education, age, income and race. General cross-sections indicated that the lower the income level, the dimmer the view of the increased profits and the more drastic the action favored.

More than 54% of those interviewed think the shortage is a sham, while 37% think it is real and 8% had no opinion. But 55% of those with a college education think the shortage is real, while only 29% without a high school diploma agree. The poll shows Americans split several ways on the issue of what to do about high earnings. Some 31% said the majors should be allowed to keep the profits; 32% said "tax them"; 23% said "take over the companies"; and 14% did not reply.

Along racial lines, 42% of blacks think the oil companies should be nationalized, while just 19% of whites agree. Whites are 33% in favor of letting the majors make as much as possible; 34% in favor of taxing profits. Only 20% of blacks polled think the majors should be allowed to keep their profits, while just 22% of black Americans think taxing is a good option.

Bradley Plan for Home Conservation Approved

WASHINGTON--The Senate Energy and Natural Resources Committee has approved a residential energy efficiency plan proposed by freshman Senator Bill Bradley of New Jersey. The Home Conservation Program is part of the overall energy package the Congress is considering and funding for it has already been approved by the Senate Finance Committee. It calls for private energy conservation companies to send experts to inspect all homes in designated areas and to recommend conservation measures. After permission is granted, the energy company, contingent upon approval from a designated government agency, will make any needed conservation improvements. The energy company would be paid within a year from a special revolving fund established initially through the sale of government bonds and eventually through utility assessments. The payments would be based on the amount of energy savings the improvements achieve.

While the homeowner will not pay directly, the program permits participating companies to pass through increased costs to the consumer. Bradley contends that these increased costs will be offset by the energy savings resulting from the conservation measures. If a participating company sustains a net loss through the program, a tax credit would be available. The credit provision, Bradley said, would be included in the legislation imposing a tax on windfall oil producer profits.

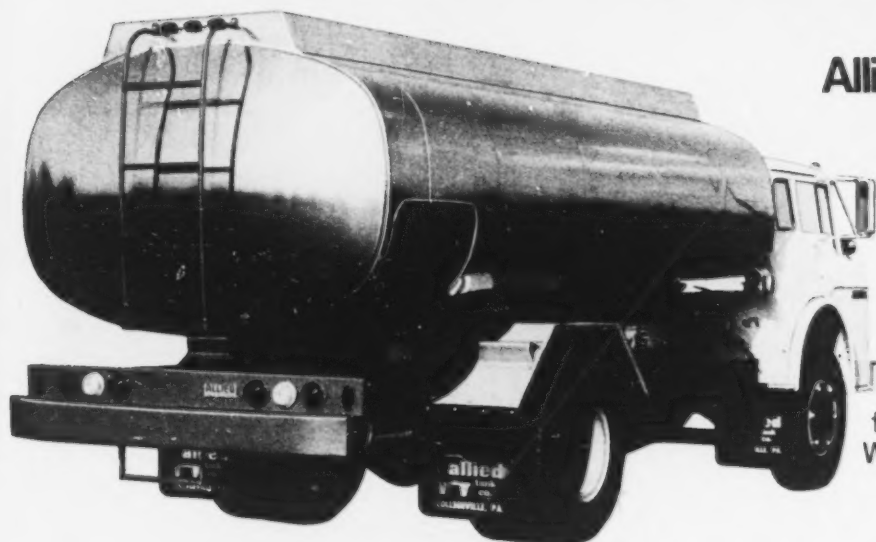
Supreme Court to Decide on Spill Reporting Self-Incrimination

WASHINGTON--The U.S. Supreme Court in early November agreed to decide whether the owner or operator of a facility may be fined for an oil or other hazardous-material spill if he reports it. The question concerns whether such reporting amounts to self-incrimination and is thus illegal under the U.S. Constitution. The federal government contends that a ruling against the fines will cripple its attempts to clean up the nation's waterways and hold down spills through the threat of harsh penalties.

The case stems from a \$500 fine assessed against a drilling operator in Enid, OK, in 1975, by the EPA. Oil from a drill site seeped into the Arkansas River and was reported by the operator, who then refused to pay the fine on the grounds of self-incrimination. A federal district appeals court ruled against him, but the 10th U.S. Circuit Court of Appeals ruled that civil sanctions have the same effect as criminal sanctions and that the government must come up with independent evidence of an oil spill before imposing a fine. The issue won't be settled until later this term, probably in the Spring.

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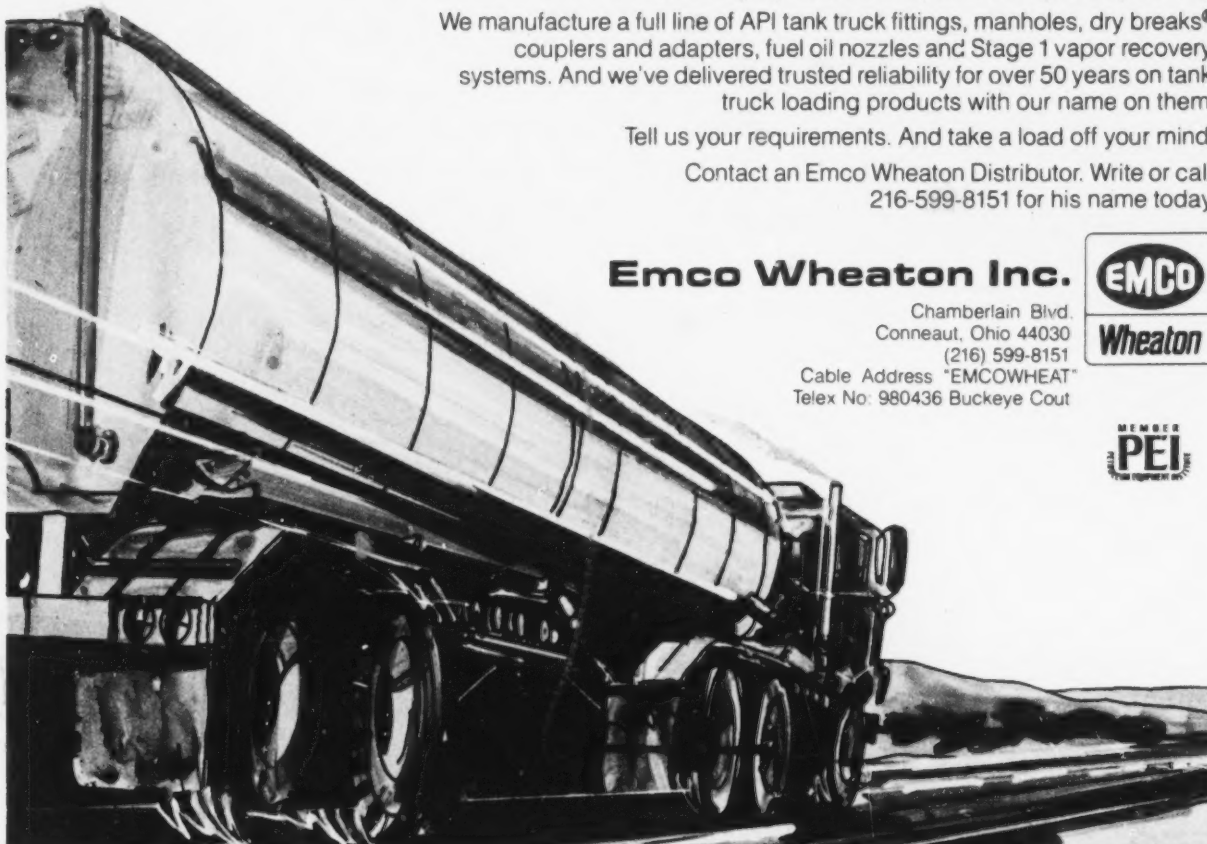
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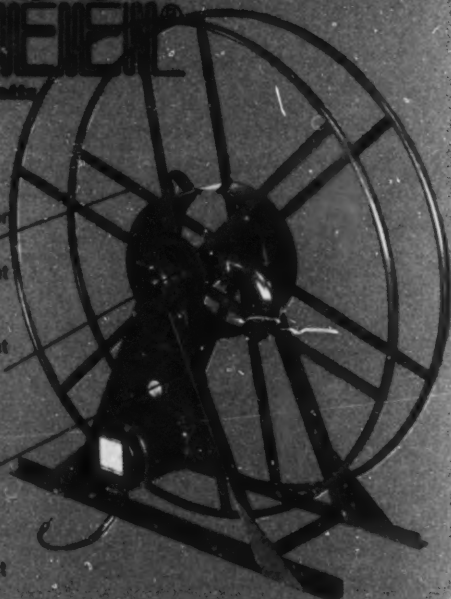
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Activity Calendar

Dec. 9-11

Northamerican Heating & Airconditioning Wholesalers Assn., International Convention. MGM-Grand Hotel, Reno, NV.

Jan. 28-30

The Valve Manufacturers Assn., Annual Meeting. International Inn, Washington, DC.

Feb. 3-7

Energy-sources Technology Conference & Exhibition. Rivergate, New Orleans. Sponsored by the American Society of Mechanical Engineers

Feb. 4-6

Western Air-Conditioning, Heating, Refrigeration Exposition and American Society of Heating, Refrigerating and Air-conditioning Engineers annual meeting. Los Angeles Convention Center and Los Angeles Hilton Hotel, Los Angeles, CA.

Feb. 23-Mar. 1

Colorado-Wyoming-New Mexico Petroleum Assn., 1980 Management Institute, Vail, CO.

Mar. 9-11

South Carolina Oil Jobbers Assn., Spring Meeting. Hyatt Hotel, Hilton Head Island, SC.

Mar. 18-20

Ohio Petroleum Marketers Assn., 57th Annual Convention. Neil House, Columbus, OH.

Mar. 24-26

Illinois Petroleum Marketers Assn., Annual Convention. Hyatt Regency O'Hare, Chicago.

Apr. 27-30

National Oil Jobbers Council, Spring Convention. Hyatt Regency, Phoenix, AZ.

May 5-7

New Jersey Fuel Merchants Assn., Annual Convention & Trade Show, Penthouse Atlantic Hotel and Convention Hall, Atlantic City, NJ.

May 11-14

Georgia Oilmen's Assn., Spring Convention. Sheraton Savannah Inn & Country Club, Savannah, GA.

May 19-21

The Valve Manufacturers Assn., Spring Meeting. Fairmont Hotel, San Francisco, CA.

Jun. 3-5

Indiana Oil Marketers Assn., Spring Convention. French Lick Sheraton, French Lick, IN.

Jun. 8-12

National Assn. of Oil Heating Service Managers, Annual Convention & Trade Show. Host Farm, Lancaster, PA.

Sept. 16-18

Indiana Oil Marketers Assn., Fall Convention. Sheraton West, Indianapolis, IN.

Sep. 21-24

The Valve Manufacturers Assn., Fall Meeting. Hyatt House, Hilton Head, SC.

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To have your group's coming events listed in our Activities Calendar, simply write to Calendar, FUEL OIL NEWS, P.O. Box 308, Whitehouse, NJ 08888.

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(617) 924-1000
Contact: Charles H. Burkhardt

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(301) 760-1460
Contact: Bob Irvin

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Wellesley Hills, MA 02181
(617) 237-0730
Contact: Frank Leslie

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(617) 924-1000
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Lansing, MI 48933
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Contact: Thomas G. Cordell

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(219) 233-5409
Contact: Ralph W. Neeb

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Contact: Charles H. Burkhardt

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(continued on page 14)
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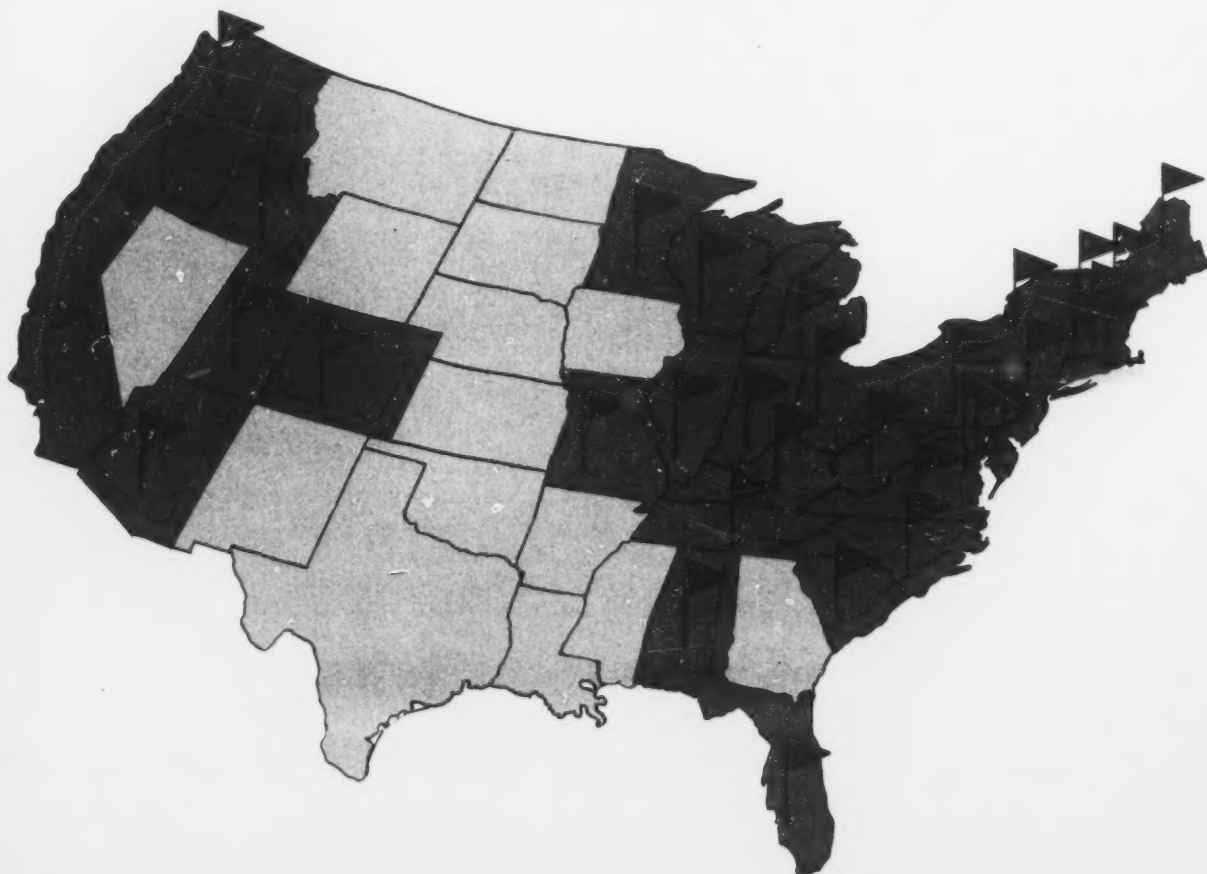
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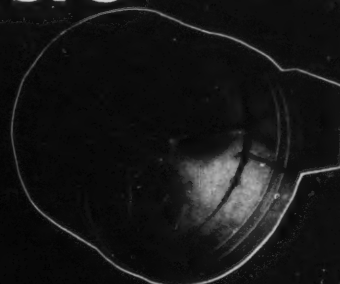
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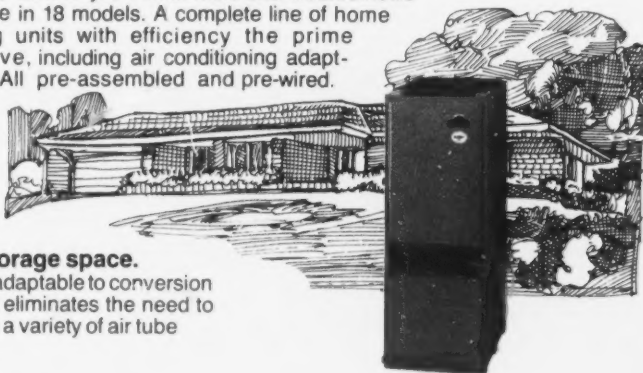
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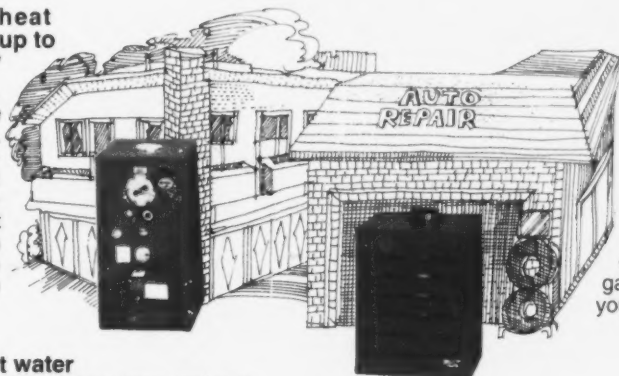


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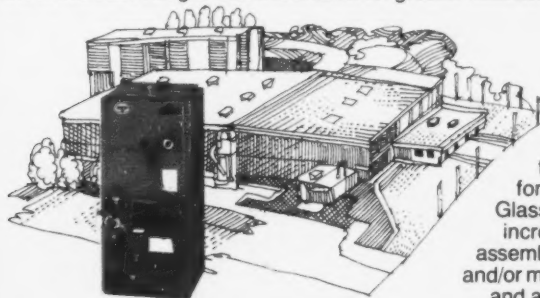
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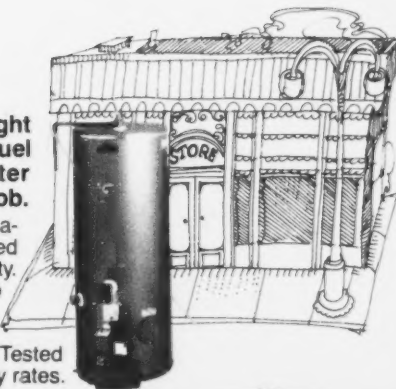
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You could win an AMC Jeep or other valuable prizes.

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Our goal is to remind you that, for many reasons, only one Booster pump is the classic performer. That's the B&G Booster—long recognized the leader in hydronic heating/cooling.

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You may also win one of four second Grand Prizes. The popular Quasar® Model VH5010QW Video Cassette Recorder that lets you tape TV shows while you're watching other shows

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10 winners every month

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Your participating wholesaler can win too!

If the Grand Prize Winners list the name of their Bell & Gossett participating wholesaler or distributor on the entry blank, these lucky suppliers will also receive a set of merchandise worth \$100.00 from the "Classic Performers" gift booklet. All winners will receive a Bell & Gossett "Classic Performers" gift booklet.

The rules are simple

The Bell & Gossett "Great Classic

Rules—no purchase required

1. On this Official Entry Form, hand print your name, address and the name and address of where you are currently employed and indicate your "participating Bell & Gossett

wholesaler." Be sure to indicate your answers to each of the six "Classic Performers" questions.

2. Mail your entry to: **The Bell & Gossett "Great Classic Performers" Sweepstakes, P.O. Box 9312, Blair, Nebraska 68009.** Each entry must be mailed separately.

3. Each month for three months (September 1979 through November 1979) a separate random drawing will be held to award the monthly prizes from all correct entries received by the 26th of that month (September 26th, October 26th and November 26th, 1979). December 26, 1979 is the final ending date of this sweepstakes. A separate random drawing to award the Grand Prizes will be held from among all correct entries received between September and December 26, 1979. The drawing of the Grand Prize will be held on December 26, 1979. The drawing of the Grand Prize will be held on December 26, 1979. The drawing of the Grand Prize will be held on December 26, 1979.

4. This sweepstakes is only open to

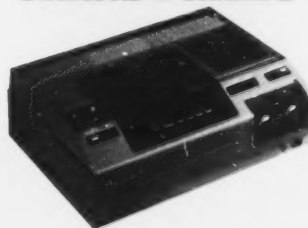
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Gift Booklet



Bell & Gossett Classic Performer Jacket



relations and sweepstakes agencies and families of each are not eligible. All Federal, State and local laws and regulations apply. Sweepstakes ends 12/26/79. Prizes are available in the United States only. Winners must be at least 18 years old at the time of registration. Sweepstakes is open to legal residents of the United States only. Void where prohibited. No purchase necessary. Sweepstakes ends 12/26/79. Prizes are the sole responsibility of the prize winners.

For each additional entry form you wish, send a separate, self-addressed, stamped envelope to: The Bell & Gossett "Great Classic Performers" Sweepstakes, P.O. Box 9312, Blair, Nebraska 68009. 5. IMPORTANT: Each entry submitted must be on an Official Entry Form.

Form. For each additional entry form you wish, send a separate, self-addressed, stamped envelope to: The Bell & Gossett "Great Classic Performers" Sweepstakes, P.O. Box 9312, Blair, Nebraska 68009. 5. IMPORTANT: Each entry submitted must be on an Official Entry Form.

checking the appropriate boxes under "ANSWERS" opposite the corresponding "QUESTIONS." Check only one box for each answer. Then fill in your name and address and other information requested, and mail the

Entry Form to the address on the form. You may enter as many times as you wish. Extra Entry Forms are available at participating dealers. Sweepstakes ends 12/26/79. Prizes are the sole responsibility of the prize winners. Good luck! Bell & Gossett, a unit of Fluid Handling

Morton Grove, IL 60053.

*It's not just the product.
It's the total package.*

BELL & GOSSETT ITT

Official Entry Form

The Bell & Gossett "Great Classic Performers" Sweepstakes

Simply read each question. Then check off, in the ANSWER column, the "Classic Performer" that, in your opinion, most accurately answers that question. Check only one box for each question.

QUESTIONS

1. What classic horse was the most recent to win the triple crown?
2. Who is referred to as the Yankees' Iron Man?
3. Who became the only three-time heavyweight champion of the world?
4. What airplane revolutionized the travel industry and continues to be a classic performer?
5. What vehicle introduced the nation to "off-roading"?
6. What Booster Pump is known as a "Classic Performer" in its field?

ANSWERS

- ☐ Black Beauty
- ☐ Affirmed
- ☐ Clyde Van Dusen
- ☐ Stan Musial
- ☐ Lou Gehrig
- ☐ Henry Aaron
- ☐ Muhammad Ali
- ☐ Willie Pep
- ☐ Henry Armstrong
- ☐ 747
- ☐ F-16
- ☐ B-29
- ☐ Jeep
- ☐ Model T
- ☐ Flying Cloud
- ☐ Bell & Gossett Booster

Name _____

Street _____

City _____ State _____ Zip _____

Phone _____ Date _____

Company _____

Street _____

City _____ State _____ Zip _____

Your wholesaler _____

Send to: The Bell & Gossett "Great Classic Performers" Sweepstakes, P.O. Box 9312, Blair, Nebraska 68009.

ENTRIES MUST BE RECEIVED NO LATER THAN MIDNIGHT, DECEMBER 26, 1979.

Use postage-paid entry cards in back also



ROYAL PETROLEUM CORPORATION

330 Madison Avenue
New York, N.Y. 10017



Circle No. 111 on Card

Circle No. 112 on Card →

Honeywell

Control News

50-3074

NEWS, TIPS & SERVICES FOR ENGINEERS & CONTRACTORS

Heating Contractors . . .

Read how Honeywell's T8082 Fuel Saver Thermostat can increase your sales and profits this fall

Only Honeywell's Improved T8082 Fuel Saver Thermostat has all these features.

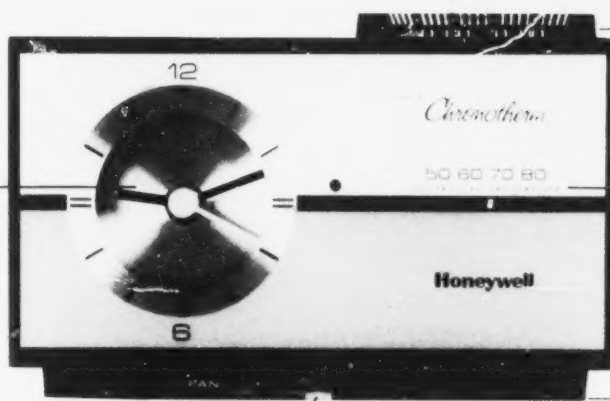
Two-wire Installation on most heating-only systems

Rechargeable Battery powers the clock, even during extended electrical outage

Battery-operated Accurate Quartz Clock indicates time-of-day

Multiple Setback/Setup Programming Capability using simple push-in pins

Program Advance Button. Push and immediately advance to the next program



New Temperature Setpoint Scale. Numerals on dark background are easier to read

New Thermometer Scale. Calibrated in 10 degree intervals: 50° F to 80° F

New Face Plate matches Honeywell thermostat family appearance

Optional Heating Cooling Subbase. Add for air conditioning and fan control

Honeywell's T8082 Fuel Saver Thermostat can save your customer 9 to 30% on their heating costs. And 7 to 25% on summer cooling costs with the optional subbase. The savings will vary with geographic location and customer lifestyle. You'll find a savings chart for representative cities printed on the colorful T8082 box.

Customers are reacting very enthusiastically when told of the significant savings possible on their fuel bills. Tell them also that the Fuel Saver Thermostat pays for itself in about a year. Add that the Fuel Saver Thermostat qualifies for a federal energy tax credit and they're sold!

Consistent quoting is the key to sales. We wouldn't say that if we had not seen contractors like yourself prove it time and again. It's a fact that if you consistently quote the Fuel Saver Thermostat on every proposal — new system, replacement system, service call — your sales of Fuel Saver Thermostats will zoom. You may even find your service business becoming a very profitable part of your operation.

The Fuel Saver Thermostat installs in minutes using existing thermostat wires. Most heating-only systems require simple two-wire hookup. Systems with air conditioning require an optional heating/cooling subbase.

Here's Honeywell's business proposition. Buy a 12-pack of T8082 Fuel Saver Thermostats from your TRADELINE wholesaler and resolve to quote the T8082 consistently on every proposal for a month. Do this, and the extra profits in your pocket at the end of that month will do more to convince you that consistent quoting works than anything we say here. Try it and see for yourself!

Now you can Earn Bonus Awards for your purchases of Honeywell Fuel Saver Thermostats. See your Honeywell Residential Controls Center representative for details.

FREE Oil Primary Trim-ventry Guide Shows How To . . .

Save Inventory Space and Money



Just 13 Honeywell TRADELINE models are all you need to functionally replace almost every oil primary in use today. Having only 13 models to stock means less shelf space and cash tied up in inventory, and more cash in your pocket from increased inventory turns.

Honeywell's new Oil Primary Trim-ventry Guide shows how dealers and wholesalers can simplify their stocking situation. It's a control cross-reference chart that shows how 13 TRADELINE oil primaries can replace over 200 Honeywell and competitive primary controls.

For your FREE copy write and request publication 50-3072 from: Honeywell Inquires MN12-2118, Honeywell Plaza, Minneapolis, Minnesota 55408.

Just two controls are all you need for most AQUASTAT REPLACEMENTS

New L6006C1018

Surface-mounted Aquistat

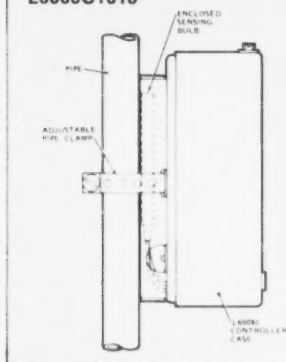
It's the ideal control for jobs where it is impossible or impractical to use an immersion-type temperature sensing device.

The L6006C Surface-mounted Aquastat "straps-on" to any size pipe one inch or greater in diameter with the mounting clamp supplied. Mounted, the L6006C accurately senses water temperature right through the pipe to provide circulator control and limit protection.

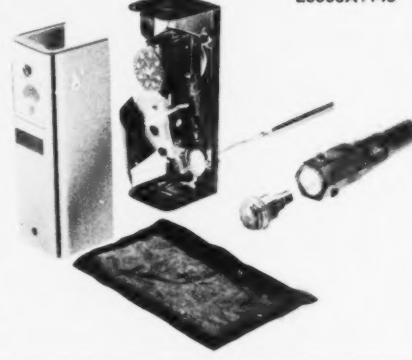
No need to level this control either. You can mount it horizontally, vertically, or any position in between thanks to the snap-acting MICRO SWITCH. This MICRO SWITCH provides SPDT switching for greater application flexibility. So you can use the L6006C as a circulator fan control or for high or low limit protection.

The L6006C also has a lower switch differential than the LA409A and B it replaces, designed to improve reaction time to temperature changes on the controlled equipment.

L6006C1018



L6006A1145



SUPER TRADELINE L6006A1145

Replaces 21 Other Aquastats

Just one control — Honeywell's L6006A SUPER TRADELINE Aquastat — is all you need to replace 21 other Honeywell and competitive immersion-type Aquastats!

Special features and installation accessories make the SUPER TRADELINE L6006A field adaptable to just about any job. The immersion bulb extends through the back or bottom of the case to allow horizontal or vertical installation. A well adaptor, for use

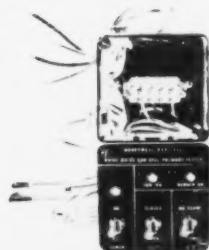
with older style immersion wells with a set screw, is included in the box. Also included is a tube of heat conductive grease to help insure a good heat transfer between the well and the bulb.

You can mount the L6006A horizontally, vertically or at an angle thanks to a snap-acting MICRO SWITCH that provides positive switching in any position. And SPDT switching allows you to use the L6006A as a circulator fan control or for high or low limit protection.

An adjustable differential — with a 5°F to 30°F range — lets you provide better control by matching the setting on the old Aquastat.

Service Managers . . .

FREE Cad Cell Primary Tester



Now, run checkouts faster and more efficiently than ever on Honeywell R8184, R8185 and R8404 cad cell oil primaries. It's easy with Honeywell's DSP 1544 Cad Cell Primary Tester. And the tester is yours FREE when you buy six Y517B1001 SUPER TRADELINE Oil Service Packs. Each Y-pack contains a coupon.

Mail six coupons to Honeywell and we will send you your FREE Cad Cell Primary Tester.

You get real value in Honeywell's Y517B Pack, a selected mix of Honeywell's most popular oil controls, combined to save you the maximum amount of shelf space, truck space and service time. Each Y-pack includes one SUPER TRADELINE Cadmium Sulfide Detector with four universal mounting brackets, two SUPER TRADELINE RA117A Protectorelay Primaries and one R8184G TRADELINE Protectorelay Primary — three controls that together replace up to 183 separate oil primary controls.

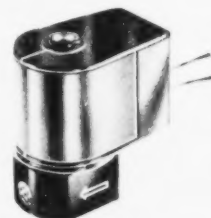
V4046A Magnetic Oil Valve

Has time-delayed opening. Positive oil cutoff on burner shutdown.

Honeywell's TRADELINE V4046A1058 Magnetic Oil Valve can make your service life easier. It's a functional replacement for most other oil valves that adds reliability and safety to the oil burner system.

An integral thermistor provides a 3 to 8 second delay before opening the valve, to allow oil pressure to build up and the burner motor to reach full speed. Oil flow is straight through for trouble-free operation. For safety, oil flow is positively cutoff on burner shutdown.

The V4046A mounts directly in the oil line and is threaded for mounting on a support bracket. Two thirty-six inch lead wires are provided for connection to the primary control.



Honeywell

Honeywell Plaza
Minneapolis,
Minnesota 55408

Directory of Manufacturers

AGWAY, INC. MTS
Box 4553
Syracuse NY 13221
Phone: 315-474-7061
Contact: M. Steinhauser
Products: 176

A & L EASY LIFT, INC.
110 Dorsa Avenue
P.O. Box 627
Livingston NJ 07039
Phone: 201-992-0991
Contact: Philip Greenhut
Products: 630
Brand Names:
Lectro Truck

ABC/SUNRAY CORP.
45 South Service Rd.
Plainville NY 11803
Phone: 516-293-6800
Contact: Leonard H. Seeman
Products: 324 320

ACE TANK AND EQUIPMENT CO.
1124 Elliott West
Seattle WA 98119
Phone: 800-426-2680
Contact: Charles Northrop
Products: 176

ACORN STRUCTURES
Box 250
Concord MA 01742
Phone: 617-369-4111
Contact: Mark E. Kelly III
Products: 587 585 584 588
Brand Names:
Sunwave

ADAMSON CO., INC.
East Clark St.
East Palestine OH 44413
Phone: 216-426-9421
Products: 162

ADCO SIGN CORP.
6140 Uimerton Rd.
Clearwater FL 33526
Phone: 813-531-7776
Contact: Kelly R. Coleman
Products: 179
Brand Names:
Change-A-Price, Tote-A-Sign, Change-Image

ADELTA MFG. CO., INC.
9th & Dauphin Sts.
Philadelphia PA 19133
Phone: 215-235-2600
Contact: Milton B. Parmet
Products: 536 537 570
Brand Names:
Lockseal

ADL SYSTEMS, INC.
Div. of Arthur D. Little Co.
10 New England Executive Park
Burlington MA 01803
Phone: 617-272-3400
Contact: John S. Warren
Products: 113
Brand Names:
Energy Mind

AD-VANT INDUSTRIES INC.
1030 W. Germantown Pike
Norristown PA 19401
Phone: 215-539-0930
Contact: George F. Mangone
Products: 528
Brand Names:
Stackmaster

ADVANCED DIGITAL DATA, INC.
P.O. Box 123
Flinders NJ 07836
Phone: 201-584-4026
Contact: Bruce A. Bott
Products: 113 114 115
Brand Names:
Dec

AERO ENVIRONMENTAL LTD.
37 Hanna Avenue
Toronto, Ont. Canada
Phone: 416-363-8588
Contact: Ian D.M. Brooker
Products: 320 346 351

AEROLITE SPE CORP.
8025 Dixie Hwy

Florence KY 41042
Phone: 800-354-8816
Contact: Betty Brown
Products: 625

AEROTRON INC.
P.O. Box 6527
Raleigh NC 27608
Phone: 919-872-4400
Products: 153

AETHA CHEMICAL CORP.
Wallace St. Ext.
Elmwood Park NJ 07407
Phone: 201-796-0236
Contact: Ted A. Balanzi
Products: 102 515 530 523 524 621 633
634 637 638
Brand Names:
Actene, Acterge, Actana, Actasolv, Actacid

AFL INDUSTRIES, INC.
1149 Howard Drive
West Chicago IL 60185
Contact: John E. Boidorf
Products: 145 175

AIRTHERM MANUFACTURING CO.
9339 Dielman Industrial Drive
P.O. Box 28990A
Olivette MO 63177
Contact: William Enoch
Products: 342 348

ALAX CORP.
P.O. Box 262
Rochester NY 14601
Phone: 716-235-1170
Contact: Claudia Brent
Products: 565

THE ALDRICH CO.
E. Williams St.
Wyoming IL 61491
Phone: 309-695-2311
Contact: Fred Howard
Products: 351 320 307
Brand Names:
Heat-Pak

ALLANSON MANUFACTURING CO., LTD.
33 Cranfield Road
Toronto, Ont., Canada M4B 3H2
Phone: 416-755-1181
Contact: Art Leary
Products: 596

ALLEGHENY BODY CO.
1633 North 8th St.
Philadelphia PA 19122
Phone: 215-232-1440
Contact: James Horn
Products: 177
Brand Names:
Space Saver

ALLEGHENY VALVE CO. & ALLEGHENY COUPLING CO.
419 Third Ave.
P.O. Box 708
Warren PA 16385
Phone: 814-723-8150
Contact: Richard H. Ebel
Products: 171 170 538 157

ALLIED TANK TRUCK EQUIPMENT CO.
Third and Chestnut Sts.
Collegeville PA 19426
Phone: 215-277-4900
Contact: Donald Shaw
Products: 164 176

ALLWEILER PUMP INC.
1801 G Hicks Rd.
Rolling Meadows IL 60008
Phone: 312-359-2003
Contact: L.R. Shanley
Products: 151 152

ALMAC INDUSTRIES, LTD.
12285 April St
Montreal, Que. CANADA
Contact: Alec Rack Jr.
Products: 164

ALTEN CORP.
2594 Lighthouse Street
Mt. View CA 94043
Phone: 415-969-8474
Contact: Terrill E. Buffum
Products: 584 585 586 587

ALTHERM, INC.
158 Linwood Plaza
Fort Lee NJ 07024
Phone: 201-461-5585
Contact: A. Pekiney
Products: 307 313 346 350 351 573 617
618 619 628
Brand Names:
Burnham, Bock, Amtrol

AMALGAMATED TANK CORP.
P.O. Box 53
Belleville NJ 07108
Phone: 201-759-8726
Contact: Kenneth Ooms
Products: 164 176

AMANA REFRIGERATION CO.
Amana IA 52204
Phone: 319-622-5511
Contact: Tom Ligouri
Products: 303 305 333

THE AMCOR GROUP, LTD.
Empire State Bldg., 19th Fl.
New York NY 10001
Phone: 212-580-0887
Contact: Nafali Zohar
Products: 540 584 585 586 587 588
Brand Names:
Solon

AMETEK, INC./POWER SYSTEMS
1025 Polinski Road
Lyndale PA 18974
Phone: 215-441-8770
Contact: Jack Nelson
Products: 584 585 586 587 588
Brand Names:
Sunjammer

AMERICAN HELIOTHERMAL
2625 S. Santa Fe Drive
Denver CO 80223
Products: 584 585 586 587 588 628
Brand Names:
AKC, The Solar Appliance, Miromit, Helokitt

AMMARK CORP.
12-22 River Road
Fairlawn NJ 07410
Phone: 201-796-2500
Contact: S. Doerr
Products: 582 593 606 609 615 623

AMOCO COMPUTER SERVICES CO.
200 E. Randolph Dr.
Chicago IL 60601
Phone: 312-456-6480
Contact: E.B. Smith
Products: 113

AMPOWER PROPERTIES CORP.
P.O. Box 271
South Hackensack NJ 07606
Phone: 201-641-5517
Contact: Thomas Buckner
Products: 140 139 162
Brand Names:
Ampros

AMPROBE INSTRUMENT
630 Merrick Rd.
Lynbrook NY 11563
Phone: 516-593-5600
Contact: Joe Perz
Products: 522
Brand Names:
Fastemp, Voltprobe

AMPRODUX, INC.
150 West 28th St.
New York NY 10001
Phone: 212-242-1636
Contact: R.V. Gustafson
Products: 133 134 116 103
Brand Names:
Lev-Trol, Quanti-Trol, Set 100

AMERICAN STABILIS
P.O. Box 1289
Lawiston ME 04240
Phone: 207-784-9380
Contact: James A. Desmarais
Products: 548
Brand Names:
Eneritrol, Maxi-Miser

AMERICAN SUN INDUSTRIES
P.O. Box 263
Newbury Park CA 91320
Phone: 805-498-9700
Contact: Kenneth Vodraska
Products: 587

AMTHOR TANK COMPANY
Div Amthor's Welding Serv. Inc.
Rt. 52 East
Walden NY 12586
Phone: 914-778-5576
Contact: Arnold Amthor
Products: 164 176

AMTROL INC.
1400 Division Rd.
West Warwick RI 02893
Phone: 401-584-6300
Contact: John Teller
Products: 588

APOLLO CHEMICAL CORP.
35 S. Jefferson Rd.
Whippany NJ 07981
Phone: 201-386-9400
Contact: Barry Miller
Products: 102 513
Brand Names:
Pentron M

APPROPRIATE TECHNOLOGY
14 Green Street
Burlington VT 05401
Phone: 802-257-1773
Contact: Peter Holden
Products: 625
Brand Names:
Window Quilt

ARKLA INDUSTRIES
P.O. Box 534
Evansville IN 47704
Phone: 812-424-3331
Contact: Peterson Nesbit
Products: 303

ARMAC CO./IND CHEM DIV
P.O. Box 1805
Chicago IL 60690
Phone: 312-788-0400
Contact: Caroline Scoulas
Products: 102 632 633
Brand Names:
Armohib, Armogard

ARMOR SHIELD, Inc.
3141 Reading Rd.
Cincinnati, OH 45227
Phone: 513-281-5100
Contact: Jeffrey Bumbra
Products: 161

AROTEK CORP.
1703 E. Main St.
Torrington CT 06790
Phone: 203-489-0214
Contact: Peter Landucci
Products: 311 332

LEGEND

To determine what products each company makes, refer to the product sections, Oil Handling & Delivery; Heating & Cooling Equipment; and Accessory Products & Services. Code numbers correspond to product listings in those sections, as follows:

101-179 Oil Handling—pg. 42.
301-353 Heating & Cooling—pg. 58
501-650 Accessory Products & Services—pg. 64

AUTO FLO CO
12085 Dixie
Detroit MI 48239
Contact: Gary Reed
Products: 540 549 550 551 552 553

AUTOMATION PRODUCTS INC.
3030 Max Roy St.
Houston, TX 77008
Phone: 713-669-5361
Contact: N. Harris
Products: 103 105 116 131 132 133 141 143

A&W WELDING CO., INC.
930 Columbia Ave.
So. Milwaukee WI 53172
Phone: 414-762-1475
Products: 162

AXEMAN-ANDERSON CO.
233 West St.
Williamsport PA 17701
Phone: 717-326-0114
Contact: Peter H. Axeman
Products: 101 333 351 307 313
Brand Names:
Custom Mark III, Silent-Ray

BACHARACH INSTRUMENT CO.
825 Alpha Drive
Pittsburgh PA 15238
Phone: 412-782-3500
Contact: Robert L. Salicco
Products: 522 533 553

BALLY CASE & COOLER INC.
Bally PA 19503
Phone: 215-545-2311
Contact: Patricia Freese
Products: 626

BARD MANUFACTURING CO
P.O. Box 607
Bryan OH 43506
Phone: 419-836-1194
Contact: James Bard
Products: 303 333

J.L. BEATTY, INC.
2521 W Main Street
Norristown PA 19403
Phone: 215-631-1124
Contact: J. Rodger Beatty
Products: 145

R.W. BECKETT CORP.
38251 Central Ridge Rd.
Elyria OH 44038
Phone: 216-385-4141
Contact: Don Faulhaber
Products: 320 324

BELCHER CO. OF NEW YORK, INC.
48-02 54th Ave.
Maspeth NY 11378
Phone: 212-392-6700
Contact: Jules Flamenbaum
Products: 320
Brand Names:
Riello

BETTS MACHINE CO./TIONA-BETTS, INC.
P.O. Box 888
Warren PA 16365
Phone: 814-723-1250
Contact: Thomas E. Mooney
Products: 168 169 170 171 172 137
Brand Names:
Snapseal

BLACKMER PUMP DIV.
Dover Corp.
1808 Century Ave., SW
Grand Rapids MI 49509
Phone: 616-241-1611
Contact: Steve Parker
Products: 151 152

BLIZZARD FURNACE INC
3271 W Blood
E. Aurora NY 14052
Phone: 716-652-3678
Contact: Terry Macaluso
Products: 332

BLUERAY SYSTEMS, INC.
22 Jericho Turnpike
Mineola NY 11501
Phone: 516-747-8550
Contact: C. Joseph Incrocci
Products: 333 313 346 351
Brand Names:
Thermo-Dynamics, Thermotron, Nassau, Blue Flame

BOCK CORP.
110 S. Dickinson St.
Madison WI 53703
Phone: 608-257-2225
Contact: John R. Thomson
Products: 351

BOSTON STEEL & MFG. CO.
480 Eastern Ave.
Malden MA 02148
Phone: 617-324-3000
Contact: David L. Burke
Products: 164 176

BRADFORD WHITE CORP.
24th & Ellsworth St.
Philadelphia PA 19146
Phone: 215-546-3800
Contact: Orville A. Arel
Products: 351 585
Brand Names:
Jetglas BWC Hydro-Reserve

BRIGHT STAR INDUSTRIES
600 Getty Avenue
Clifton NJ 07015
Phone: 201-772-3200
Contact: C.M. Mikolajczyk
Products: 624
Brand Names:
Night Watch-5, Power Shell

BROOKS INSTR DIV/EMERSON ELECTRIC CO.
P.O. Box 450
Statesboro GA 30458
Phone: 912-764-5471
Contact: Ron Lyall
Products: 103 104 106 116 140 141 143 149 170

BROWN BOILER & TANK WORKS LTD.
P.O. Box 871
Franklin PA 16323
Phone: 814-432-3138
Contact: Wayne M. Heasley
Products: 162
Brand Names:
Deckbuoy

BROWN TANK CO.
2901 4th St., S.E.
Minneapolis MN 55414
Phone: 612-331-2364
Contact: Robert W. Zube
Products: 164
Brand Names:
Brownie

BRYAN STEAM CORP.
P.O. Box 27
Peru IN 46970
Contact: Eugene Kiezel
Products: 308 309 311 312 313 346 351 352 557 574
Brand Names:
Water-Pak

BURNHAM CORPORATION
P.O. Box 3079
Lancaster PA 17604
Phone: 717-397-4701
Contact: R.E. Olson
Products: 307 311 313 579
Brand Names:
Burnham-America

BURROUGHS CORPORATION
Burroughs Place
Detroit MI 48232
Phone: 716-271-3400
Contact: Taylor Ball
Products: 101 113 114

BUSHNELL ILLINOIS TANK CO.
P.O. Box 179
Bushnell IL 61422
Phone: 309-772-3106
Contact: Terry T. Curtis
Products: 162

BUTLER VENTAMATIC CORP.
P.O. Box 728
Mineral Wells TX 76067
Contact: Robert Moore
Products: 616

CALIFORNIA CAR WASH SYSTEMS
11615 Pendleton St.
Sun Valley CA 91352
Phone: 213-768-1004
Contact: Lane Martin
Products: 650

CALLIS-THOMPSON INC.
US Rt 13
P.O. Box 177
Harrington DE 19952
Phone: 302-398-3253
Contact: William G. Thompson
Products: 103 105 106 110 116 117 118 119 121 123

CALMAC MFG. CORP.
150 S. Van Brunt St.
Englewood NJ 07831
Phone: 201-569-0420
Contact: John Armstrong
Products: 333
Brand Names:
Hi-V

CARBORUNDUM FILTERS DIV.
State Road 32 West
Lebanon IN 46052
Phone: 317-482-3900
Contact: David J. Lawton
Products: 127
Brand Names:
Fulfilo

CARTER FORD TRUCKS
100 Minus St.
Carteret NJ 07008
Phone: 201-541-1000
Contact: Ben Disposto
Products: 177

THE CARLIN CO.
Drawer 128
Wethersfield CT 06109
Phone: 203-529-2501
Contact: Bert Watling
Products: 320 322 323 324 627 351 333

A.W. CASH VALVE MFG. CORP.
Wabash At Morgan
Decatur IL 62525
Phone: 217-422-5574
Contact: Steve French
Products: 608 604 605 603 609
Brand Names:
Cash-Acme

CELLIN MANUFACTURING, INC.
P.O. Box 688
8454 Terminal Rd.
Springfield VA 22150
Phone: 703-550-7277
Contact: C.V. Davenport
Products: 625
Brand Names:
Thermlo-K 11

CENTURY BRASS PRODUCTS INC.
59 Mill Street
Waterbury CT 06720
Phone: 203-574-7700
Contact: Jack L. Lyons
Products: 119

CERTIFIED EQUIPMENT & MFG. CO.
Box 298
Springfield IL 62705
Phone: 217-525-1433
Products: 162

CHALLENGE MANUFACTURING CO.,
1308 67th Street
Oakland CA 94608
Phone: 415-652-8847
Contact: Michael L. George
Products: 151 152
Brand Names:
Granco

CHAMBERLAIN MFG. CORP.
845 Larch Ave.
Elmhurst IL 60126
Phone: 312-279-3600
Contact: Charles H. Franke
Products: 584

CHAMPION HOME BUILDERS CO.
Solar Furnace Div.
5573 North St.
Dryden MI 48428
Phone: 313-796-2211
Contact: Gerald Kennedy
Products: 587 588

CHARMASTER PRODUCTS, INC.
2307 Hwy 2 West
Grand Rapids MI 55774
Phone: 218-326-6786
Contact: C. Lessin
Products: 332

CHECK-IT ELECTRONICS CORP.
560 Trumbull St.
Elizabeth NJ 07205
Phone: 201-351-9142
Contact: Dick Bettie
Products: 522

CHEVROLET MOTOR DIVISION-TRUCKS
General Motors Bldg
Detroit MI 48202
Phone: 313-556-5000
Contact: T. Russell Chick
Products: 177

CHICAGO BOILER CO.
1865 N. Clybourn Ave.
Chicago IL 60614
Phone: 312-348-8250
Products: 162

CHOICE-VEND, INC.
Box 250 Turnpike Rd.
Windsor Locks CT 06096
Phone: 203-623-2551
Contact: William E. Brown
Products: 629

CLAWSON TANK CO
4701 White Lake Road
Box 150
Clarkston MI 48016
Phone: 313-425-8700
Contact: Charles W. Harding
Products: 103 110 116 122 123 127 128 129 130 131
Brand Names:
Gasboy, Fill Rite, OPW, Pneumercator, Moorman, Morrison, Protection Prover, Red Jacket, Lincoln

CLAY & BAILEY MANUFACTURING CO.
6401 E. 40th St.
P.O. Box 8026
Kansas City MO 64129
Phone: 816-924-3900
Contact: Vern Scott
Products: 129 177

CLEAVER-BROOKS, DIV OF AQUA-CHEM, INC.
P.O. Box 421
Milwaukee WI 53201
Phone: 414-952-0100
Contact: Robert A. Bast
Products: 159 308 311 312 342 350 352 574

CLEMETT & CO, INC.
2020 Lemoyne Street
Syracuse NY 13211
Phone: 315-454-4435
Contact: James A. Rogers
Products: 103 105 106 110 116 118 119 121 122 123

JOHN L. CLEMMEY CO., INC.
Box 68
Mansfield MA 02048
Phone: 617-339-8955
Products: 162

CLEVELAND CONTROLS INC.
1111 Brookpark Road
Cleveland OH 44109
Phone: 216-741-9444
Contact: Alan Prutton
Products: 116 133 154 502 503 528 533 548 556 580

COASTAL ENGINEERING CO.
P.O. Box 2043
Duxbury MA 02332
Phone: 617-934-0214
Contact: James O'Brien
Products: 145
Brand Names:
Slickbar, Coleman Vacuum Trucks, Scavenger Skimmer

COILTHERM, INC.
331 John Downey Dr.
New Britain CT 06051
Phone: 203-223-6126
Contact: John Miller
Products: 313

B.J. COLE MARKETING, INC.
526 Oak St.
Stroudsburg PA 18380
Phone: 717-421-6731
Contact: Blaine J. Garvel
Products: 145
Brand Names:
Sea Wash

COLUMBIA BOILER CO
Box G
Pottstown PA 19464
Phone: 215-323-2700
Contact: Glenn Klaus
Products: 311 313

COLUMBIA CHASE CORP.
SOLAR ENERGY DIV.
55 High St.
Holtbrook MA 02343
Phone: 617-767-0513
Contact: Don Ranney
Products: 584 585 586 587 588
Brand Names:
Redi-Mount

COLUMBIA SYSTEMS EAST
P.O. Box 2617
Salisbury MD 21801
Phone: 301-546-4252
Contact: Jerome A. Isear
Products: 142

COMMUNA-K SIGN CO., INC.
1964 Wisconsin Ave.
Grafton WI 53024
Phone: 414-377-8920
Contact: Frank Newton
Products: 179
Brand Names:
Communa-K, Marketeer, Challenger II, G.P.M.

COMPUTATA SYSTEMS, INC.
772 Post Rd. East
Westport CT 06880
Phone: 203-226-4791
Contact: Robert J. Steinis
Products: 113

CONSERV INTERNATIONAL INC.
701 Trinity Street
South Plainfield, N.J. 07080
Phone: 201-561-0700
Contact: Bob Steinberger
Products: 113

CONTROL DEVICES INC.
670 N River St
Wilkes-Barre PA 15705
Phone: 717-824-8978
Contact: M R Flynn
Products: 548 595

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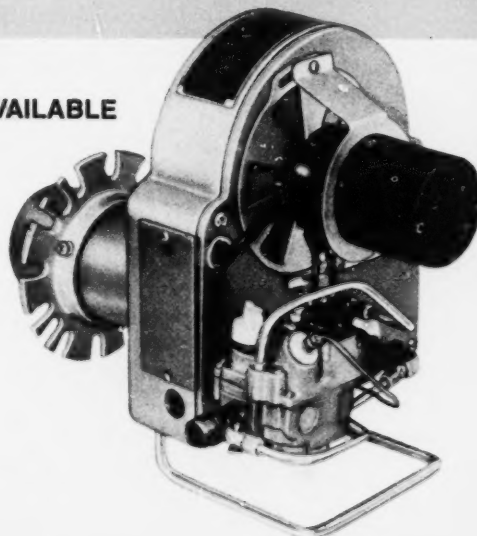


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The Scott & Fetzer Company
801 Glasgow Avenue
Fort Wayne, Indiana 46803

Please call or write for information



CONTROL PAK CORP.
44480 Grand River Ave.
Novi MI 48050
Contact: Robert Abramson
Products: bulk
Brand Names:
Temp-Tron, Temp-Tron Z

CONWED CORP.
332 Minnesota St.
P.O. Box 43237
St Paul MN 55101
Contact: Terry Longville
Products: 145

J.A. COREY INC.
60 Woodland St.
West Boylston MA 01583
Phone: 617-835-3814
Contact: David Pasquale
Products: 561
Brand Names:
Water Temp, P.Z. Gas Igniters

COXWELLS, INC.
8000 Avalon Blvd.
Los Angeles CA 90003
Phone: 213-232-7171
Contact: Donald E. Cox
Products: 137

CREATIVE "101" MARKINGS
111 Joliette Street
Manchester NH 03102
Phone: 603-773-7333
Contact: Larry White
Products: 179

CROWN ENGINEERING CORP.
P.O. Box 175
Marlboro NJ 07746
Phone: 201-431-5400
Contact: Joseph H. Palmer, Jr.
Products: 539 590 554
Brand Names:
Sparktrodes

CUSTOM TRAILERS, INC.
P.O. Box 310
Springfield MO 65801
Phone: 417-882-5526
Contact: Alex Fellini
Products: 164

DACO PRODUCTS INC.
12 South Mountain Ave
Montclair NJ 07042
Phone: 201-744-2453
Contact: F.R. Davis, Jr.
Products: 522
Brand Names:
Cobra

DAHL MFG. CO.
1818-B Whitmore Ave.
Ceres CA 95307
Phone: 209-538-1122
Contact: Gayle Certini
Products: 127 173 175

DAMSON CHEMICALS CORP
366 Madison Ave
New York NY 10017
Phone: 212-697-1440
Contact: Jerome P. Sava
Products: 102 516 523 634 637
Brand Names:
CC/100, PPD/400

DAS SOLAR SYSTEMS INC.
201 Sixth Avenue
Brooklyn NY 11217
Contact: William Ross
Products: 584 585 587 588

DATA CONSULTANTS, INC.
7101 Wisconsin Avenue
Bethesda MD 20014
Phone: 301-657-1985
Contact: Charles H. Traywick
Products: 101 113
Brand Names:
Alos

DATA SYSTEMS OF CONN
92 Woodmont Rd.
Milford CT 06460
Phone: 203-878-3581
Contact: Roy J. Makowski
Products: 113

DATASON, INC.
1202 Ave. J, East
Grand Prairie TX 75050
Phone: 214-647-1116
Contact: Mike Lindley
Products: 624

DAYSTAR CORP.
90 Cambridge St.
Burlington MA 01803
Phone: 617-272-8460
Contact: Pat Scall
Products: 584 585 586 587 588
Brand Names:
Solargard-G

DEARBORN CHEMICAL
300 Genesee Street
Lake Zurich IL 60047
Phone: 312-438-8241
Contact: Jerome F. Lech
Products: 102 621
Brand Names:
Firemate, Polymate, Sludgetrol, Aquafloc

DECKER TANK CO.
300 Lincoln Ave.
Hawthorne NJ 07506
Phone: 201-427-4464
Contact: Steven C. Decker
Products: 164

DEFLECT-O CORP.
7035 E. 88th St.
P.O. Box 50057
Indianapolis IN 46250
Phone: 317-849-5432
Contact: Stephen T. Meyer
Products: 617 625 501
Brand Names:
Supurr-Vent, Energy Seal, Alum-A-Foam

DEIGHAN EQUIP. SPECIALISTS CO.
4322 Bermuda St.
Philadelphia PA 19137
Phone: 215-289-1800
Contact: Joseph Deighan
Products: 137 176

DELANAV CORP.
P.O. Box 100
West Des Moines IA 50265
Phone: 515-274-1581
Contact: Kevin Bolden
Products: 568 521 567

DEL SOL CONTROL CORP.
11914 US 1
Juno FL 33408
Phone: 305-626-6116
Contact: Rodney E. Boyd
Products: 573 588

DEVICES & SERVICES CO.
3501-A Milton
Dallas TX 75205
Phone: 214-368-5749
Contact: Tom Ashley
Products: 566

DIAMOND BAR RUBBER & HYDRAULIC
2025 W. Anaheim St.
Long Beach CA 90813
Contact: George Carson
Products: 136 137

DIY-SOL INC.
P.O. Box 614
Marlboro MA 01752
Contact: James M. Barron
Products: 585 587

DOLIN INDUSTRIES, INC.
475 President St.
Brooklyn NY 11215
Phone: 212-595-1400
Contact: Morris Tarragano
Products: 352

DONGAN ELECTRIC MFG.
2994 Franklin St.
Detroit MI 48207
Phone: 313-954-3500
Contact: C.E. Hicks
Products: 596
Brand Names:
Pioneer

DORNBACH FURNACE & FOUNDRY CO.
33220 Lakeland Blvd.
Eastlake OH 44094
Phone: 216-946-1600
Contact: W.H. Dornbach
Products: 333

DRAVO/HASTINGS DRAVO CORP.
P.O. Box 9305
Pittsburgh PA 15225
Phone: 412-566-3000
Contact: T. Monaghan
Products: 347 341

DRUM ENGINEERING, INC.
5800 Fern Valley Rd. Unit 15
Louisville KY 40228
Phone: 502-964-5939
Contact: Joe Kirby
Products: 151 170 512
Brand Names:
Mercury, Gemini, Europa

DUNHAM-BUSH, INC.
175 South Street
West Hartford CT 06110
Phone: 203-249-8671
Contact: Ronald B. Winkel
Products: 311 313 319 323 324 348 352
573 574 578

DUO MATIC DIV MANOIR INT
450 W 16th St
So Holland IL 60473
Phone: 312-339-2030
Contact: Evan Belleville
Products: 311 332

DYNAMIC ELECTRONIC CONTROLS
47 Mill Plain St
Danbury CT 06810
Contact: Richard P. Gingras
Products: 593
Brand Names:
Therm O Guard

EASTERN TANK CORP.
290 Pennsylvania Ave.
Paterson NJ 07503
Phone: 201-271-2234
Contact: Charles Ora
Products: 164

EATON METAL PRODUCTS INC.
4800 York St.
Denver CO 80216
Phone: 303-825-7204
Products: 162

ECO-TECH MARKETING INC.
P.O. Box 461
Exton PA 19341
Contact: Keith Martin
Products: 111 145 160 516 523
Brand Names:
Sea Wash

EDWARDS TANK ERECTION, INC.
P.O. Box 547
Quaker Dr.
Seneca PA 16346
Phone: 814-676-0628
Contact: Vance M. Edwards
Products: 162

ELECTRIC FURNACE-MAN DIV.
General Machine Corporation
Fourth & Furnace Streets
Emmaus PA 18049
Phone: 215-965-9041
Contact: Norwood Allender
Products: 307 311 313 320 333 341 347
349 351 352

ELECTRONICS CORP. OF AMERICA
One Memorial Dr.
Cambridge MA 02142
Phone: 617-864-8000
Contact: Phil K. Ryder
Products: 571

EMCO WHEATON, INC.
Chamberlain Blvd.
Conneaut OH 44630
Phone: 216-599-8151
Contact: Arnold L. Fabritius
Products: 103 106 123 128 129 132 140
144 158 167

ENERGY CONVERTERS
2501 N Orchard Knob Ave
Chattanooga TN 37406
Phone: 615-824-2608
Contact: John Connelly
Products: 584 585 586 587 588
Brand Names:
Solarsaver

ENERGY DISTRIBUTION INC.
353 Snug Harbor
Duxbury MA 02332
Phone: 617-878-6793
Contact: Francis H. Killorin
Products: 585 586 587 588

ENERGY SYSTEMS, INC.
4570 Alvarado Canyon Rd.
San Diego CA 92120
Phone: 714-280-6660
Contact: T.R. Caster
Products: 584 585

ENERGY VENT, INC.
423 Rita Street
Dayton OH 45404
Phone: 513-222-7749
Contact: Dale Booher
Products: 532

ENERJET CORP.
16 Lenox Ave.
Farmingdale NY 11735
Phone: 516-420-8544
Contact: Al Mongillo
Products: 313
Brand Names:
Heat Trap

ENGLER INSTRUMENTS
Div. Sangamo Weston Inc.
250 Culver Ave.
Jersey City NJ 07305
Phone: 201-332-5353
Contact: William J. Heydt
Products: 124
Brand Names:
Hubodometer

EQUIPMENT SPECIALISTS, INC.
35 Walnut Ave.
Clark NJ 07066
Phone: 201-241-7100
Contact: Brian Savage
Products: 176

ERIE MFG CO.
4000 S 13th Street
Milwaukee WI 53221
Phone: 414-483-0524
Contact: S.L. Haringer
Products: 528 615 623
Brand Names:
Hot-Line

ESSEX BOILER & FURNACE CO.
Box 368, Main Street
Essex MA 01929
Phone: 617-768-6211
Contact: William F. Taylor
Products: 311 332
Brand Names:
Incinerfurnace, H.S. Tarm, Tasso, Passat

EVEREADY BURNER SUPPLY CORP.
416 No. Wantagh Ave.
Bethpage, L.I. NY 11714
Phone: 516-433-5757
Contact: Caimrie M. Panico
Products: 624

EVER HOT ALL COPPER
5 Appleton St.
Boston, MA 02117
Phone: 617-542-1226
Contact: Robert Suffredini
Products: 351 349
Brand Names:
Copperking, Thermo All Copper

EVER-TITE COUPLING CO., INC.
254 West 54th St.
New York NY 10019
Phone: 212-265-1420
Contact: Walter M. Dromerick
Products: 119 167

EXPRESSWAY TRUCK SALES
30 Ames Court
Plainville NJ 11803
Phone: 516-935-4600
Products: 177

FAFCO
325 Constitution Dr.
Menlo Park CA 94025
Phone: 415-321-6311
Contact: Mike Grisham
Products: 587

FEDERAL BOILER CO., INC.
277 Fairfield Rd.
Fairfield NJ 07006
Phone: 201-227-9075
Contact: Fred C. Johnson
Products: 162 165 311 312 313

FEDDER'S CORP.
Woodbridge Avenue
Edison NJ 08817
Contact: R. Ireland
Products: 303 304 305 333

FELKER BROTHERS CORP.
22 N. Chestnut Ave.
P.O. Box 550
Marshfield WI 54449
Phone: 715-384-3121
Contact: A.J. Felker
Products: 162

FERRO CORP.
One Erieview Plaza
Cleveland OH 44114
Phone: 216-641-8580
Contact: S. Blackburn
Products: 588

FIBERGLASS EQUIPMENT DIV.
Dart Environment & Services Co
1210 N. Tustin Ave.
Anaheim CA 92806
Phone: 714-630-0012
Contact: Robert J. Deeds
Products: 165
Brand Names:
Century Cast

FIELD CONTROL DIV.
Mendota IL 61342
Phone: 815-539-7411
Contact: Leo Pfister
Products: 526

FIRE BIRD MICRO INC.
P.O. Box 58
202 W Walnut Street
Watauga IL 60970
Contact: Charles R. Turner
Products: 112 113 114 153

STANLEY G. FLAGG & CO
West High Street
Stowe PA 19464
Phone: 215-326-9000
Contact: Charles W. Noon
Products: 128 172

FLAIR MFG. CORP.
600 Old Willets Path
Hauppauge NY 11787
Phone: 516-234-3600
Contact: Mort Heisler
Products: 532 528 607 622 623
Brand Names:
Stack Pack, Zone-A-Trol, P&B Isolation Valve, Flairweather, Flex-A-Mat

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FLOMATIC CORP.
North Hooisick NY 12133
Phone: 518-686-7381
Contact: R.A. Rahe
Products: 170
Brand Names:
Cool Tool

FLORIDA PLASTICS
Div. of Realex Corp.
904 Fourth St.
Palmelto FL 33561
Phone: 813-722-6831
Contact: John Culler
Products: 179

FLO-TROLICS
367 Farmingdale Rd.
Babylon NY 11704
Phone: 516-861-7280
Contact: John Zaleski
Products: 603 573 608 606 605

FMC CORP. FLUID CONTROL DIV
Box 19465
Houston TX 77024
Phone: 713-932-6362
Contact: Karin Brandt
Products: 139 168 170 158
Brand Names:
Chiksan, Weco

FOAM-TROL, INC.
3rd & Walnut Sts.
Parkville PA 16944
Phone: 215-257-8727
Contact: Lester L. Bergey
Products: 123 144
Brand Names:
Pressur-Fil

FOGEL COMM REFRIG CO
5400 Eadom St
Philadelphia PA 19137
Phone: 215-535-8300
Contact: Ed Yancoskie
Products: 626

FPF CHRMICAL CO., INC.
1898 Clinton St.
Buffalo NY 14208
Phone: 716-892-2322
Contact: Chris Lory
Products: 102 516 523
Brand Names:
Hot, Fuel Power, Polarized

FREIGHTLINER CORP.
4747 N. Channel Ave.
Portland OR 97208
Phone: 503-263-8000
Contact: Gary Masner
Products: 177
Brand Names:
Volvo

L.A. FRITTER & SON, INC.
4908 Creston St.
Tuxedo MD 20781
Phone: 301-773-7803
Contact: Harvey E. Fritter
Products: 176

GARAFANO & SON
264 Walnut Ave.
Paterson NJ 07603
Phone: 201-525-3700
Contact: Pete Garafano
Products: 164 176

GARSITE PRODUCTS, INC./R & M Div.
10 Grand Blvd.
Deer Park NY 11729
Phone: 516-657-1016
Contact: Donald Cirillo
Products: 116 119 122 127 130 133 137
139 141 136

GASOLAIR EQUIP CO.
Box 768
New Haven CT 06503
Contact: Henry Kaufman
Products: 167 150 629
Brand Names:
"Safe Fill"

GENERAL ELECTRIC CO.
Mobile Communications Div.
P.O. Box 4197
Lynchburg VA 24502
Phone: 804-528-7021
Contact: R.A. Page
Products: 153

GENERAL INFORMATION SYSTEMS
155 SW Madison
Corvallis OR 97330
Phone: 503-754-1711
Contact: Andrew Mason
Products: 113

GENERAL FILTERS, INC.
43800 Grand River Ave.
Novi MI 48050
Phone: 313-348-2481
Contact: Robert P. Redner
Products: 127 546 549 552 553

GENERAL MACHINE CORP.
Fourth & Furnace Streets
Emmaus PA 18049
Phone: 215-965-9041
Contact: Earl Kotcamp
Products: 527 529
Brand Names:
Energy Flow Meter, Bonus Heater

GENERAL PRODUCTS CO.
Box 887
Fredericksburg VA 22401
Phone: 703-371-5700
Contact: Thomas O. Williams
Products: 515 514
Brand Names:
Air Jet

GENERAL STEEL TANK CO., INC.
4000 8th Ave. North
Box 552
Birmingham AL 35201
Phone: 205-595-0051
Contact: Malcolm Pledger
Products: 125 127 128 129 136 143 144
148 152 161

GEOSOURCE INC.
Flow Mss. & Contr. Div.
1602 Wagner Ave.
Erie PA 16512
Phone: 814-899-0661
Contact: H. Kockritz
Products: 143 149 157 125

GIBBS FORD INC.
Broadway
Saugus MA 01906
Phone: 617-233-6850
Contact: Roy C. Campbell
Products: 177

GIRARD EQUIPMENT INC.
1004 US #1
P.O. Box 302B
Richway NJ 07065
Phone: 201-382-4600
Contact: John C. Girard
Products: 103 106 116 118 125 129 136
137 144 148
Brand Names:
Honeywell, Parker, Hannifin, Blackmer,
Ever-Tite, Gerns, Chelsea Pilevalve,
Hannay, Goodyear, Empex, EBW
McDonald, Belts

THE GLASS-LINED WATER HEATER CO.
13000 Athens Ave.
Cleveland OH 44167
Phone: 216-521-1377
Contact: Ralph R. Mendelson
Products: 350 343 346 351
Brand Names:
Inray

GLOBE ENGINEERING
270 Monroe Ave.
Kenilworth NJ 07033
Phone: 201-276-5334
Contact: Pete Zimmerman
Products: 543

GOLDSTEIN-SCHWARTZ, INC.
2500 Schwartz Rd.
Maryland Heights MO 63043
Contact: Mark Goldstein
Products: 119 128 129 136 137 537

GOODALL RUBBER CO.
P.O. Box 8237
Trenton NJ 08650
Phone: 609-587-4000
Contact: W.R. Shimer
Products: 136 128 129

BF GOODRICH ESD
500 South Main St.
Akron OH 44318
Phone: 216-379-2000
Contact: Wm. R. Wittman Jr.
Products: 136

GOODWAY TOOLS CORP.
P.O. Box 3444
Stamford CT 06905
Contact: Donald A. Bull
Products: 517
Brand Names:
Soot-A-Matic

R.W. GORMAN ASSOCIATES, INC.
200 South Washington Ave
Waukegan WI 54981
Contact: Richard W. Gorman
Products: 307 313 333 523
Brand Names:
New Yorker, Humble, Buderus, Dearborn

THE GORMAN-RUPP CO.
305 Bowman St.
Mansfield OH 44902
Phone: 419-755-1011
Contact: Marge Bechberger
Products: 151 152

GORTON HEATING CORP.
546 South Ave., East

Cranford NJ 07016
Phone: 201-276-1323
Contact: Marie F. Klinefelter
Products: 612 615 606

GREAT PLAINS INDUSTRIES, INC.
1711 Longfellow Lane
Wichita KS 67207
Phone: 316-686-7361
Contact: Ruthann McDaniel
Products: 152 151

GREEN MFG., INC.
P.O. Box 408
Bowling Green OH 43402
Phone: 419-353-5231
Contact: Kevin Tearney
Products: 139 140

GROVER MFG. CORP.
820 S. Vail Ave.
Montebello CA 90640
Phone: 213-724-3444
Contact: Robert D. Becker
Products: 629

GRUMMAN ENERGY SYSTEMS, INC.
4175 Veterans Memorial Highway
Ronkonkoma NY 11779
Phone: 516-737-3797
Contact: Arthur L. Barry
Products: 585 586 587 584
Brand Names:
Sunstream

GRUNDFOSS PUMPS CORP.
2555 Clovis Avenue
Clovis CA 93612
Phone: 209-299-9741
Contact: James C. Mueller
Products: 588 573 574

GUARDIAN INDUSTRIES INC.
1215 E 2nd Street
Michigan City IN 46360
Phone: 219-874-5248
Contact: J. S. Elenz
Products: 643

E.O. HABHEGGER CO.
2346 Fairmont Ave.
Philadelphia PA 19130
Phone: 215-765-7800
Contact: James W. Haley
Products: 178

HAER PETRO EQUIP
P.O. Box 4085
Reading PA 19606
Phone: 215-376-9738
Contact: Lawrence Haer
Products: 103 106 110 118 119 122 125
127 128 129

HAGO PRODUCTS INC.
1120 Globe Ave.
Mountainside NJ 07092
Phone: 201-232-8687
Contact: Werner Theyer
Products: 568 569 566

HALE DIV. OF QUATROL CORP.
4428 W 12th Street
Houston TX 77055
Contact: Mike Brasher
Products: 168

HALL TANK CO.
Box 5787
North Little Rock AR 72118
Phone: 501-945-3211
Products: 162

HAMILTON WELDING CO.
2200 Refugee Rd.
Columbus OH 43207
Phone: 614-445-8446
Products: 162

CLIFFORD B HANNAY & SON
111 Main St
Westerlo NY 12196
Phone: 518-797-3791
Contact: James Doonan
Products: 136 137

HAWTHORNE INDUSTRIES INC.
1501 So Dixie Highway
West Palm Beach FL 33401
Phone: 305-659-5450
Contact: Ray Lewis
Products: 588

HEAVY DUTY INDUSTRIAL CLEANING MACHINES CO.
7 Grove St.
E. Brunswick NJ 08816
Phone: 201-254-7756
Contact: Carl J. Mari
Products: 629
Brand Names:
Hydro-Blitz, Mel Sears, Jenny, Kleen
Machine

HEATER METER, INC.
8141 W I-70

Frontage Road North
Arvada CO 80002
Contact: Jerome I. Berkowitz
Products: 548 595

HEAT TIMER CO.
115 Fifth Ave.
New York NY 10003
Phone: 212-673-3200
Contact: Gilbert Barker
Products: 595

THE HEIL CO.
3000 W. Montana St.
Milwaukee WI 53215
Phone: 414-647-3333
Contact: Tom Simonson
Products: 164
Brand Names:
Challenger

HELIOSYSTEMS
3407 Ross Ave
Dallas TX 75202
Phone: 824-5871
Contact: Gary Delarios
Products: 584 585 586 587 588
Brand Names:
Sunpure II, MT 200C HT

HERBERT FUEL DEVICES
90 Poel Rd.
Darien CT 06820
Phone: 203-655-9744
Contact: Henry Herbert
Products: 156

HERCULES CHEM CO INC
84 5th Avenue
New York NY 10011
Phone: 212-989-0200
Contact: Norman Stoll
Products: 102 516 523 524 631 634 635
536 638 639
Brand Names:
Scout, Base Hit II, Flipstick, For Heat's
Sake

HERRMIDIFIER CO.
P.O. Box 1747
Lancaster PA 17604
Phone: 717-394-4021
Contact: Robert Standler
Products: 549 550 551 552 553

HICKS EQUIPMENT CO.
3596 South 500 West
Salt Lake City UT 84115
Phone: 801-266-2002
Contact: Jim Hicks
Products: 176

HIDY BROWN RECORDER CO.
P.O. Box 5232
Hilton Head Island SC 29928
Phone: 803-671-2112
Contact: James T. Brown
Products: 120

HIESTAND DISTRIBUTORS, INC.
Box 98
Marietta PA 17547
Phone: 717-426-1921
Contact: Mark Drunkenbrod
Products: 311 332 348 350 352 514 515
Brand Names:
Masco, Newmac, Fuelmizer

HIGHFIELD MFG CO.—FIOMATIC
185 Daxler Ave
Watertown MA 02172
Phone: 617-924-7860
Contact: Robert Clark
Products: 127 128 171 605 610

HIGHLAND TANK & MFG CO
RFD 4
Manheim PA 17545
Phone: 814-993-5701
Contact: Charles A. Frey
Products: 110 159 162 165

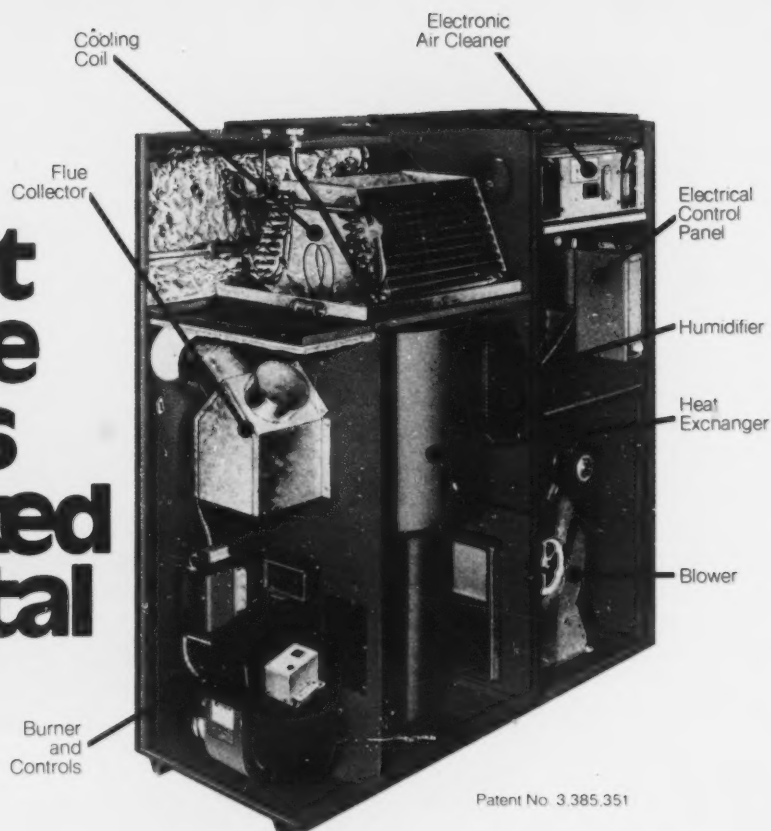
HILTY TANK CORP.
Box 351
Douglassville PA 19518
Phone: 215-385-6036
Products: 162

HOFFER FLOW CONTROLS INC.
149 Hwy 36
Port Monmouth NJ 07758
Phone: 201-787-1097
Contact: Gary J. Montefusco
Products: 143

HONEYWELL INC.
10400 Yellow Circle Dr.
Minnetonka MN 55344
Phone: 612-931-4150
Contact: Marc S. Renner
Products: 540 541 553 559 560 564 571
572 588 593

HUGHSON CHEMICALS-LORD CORP.
2000 West Grandview Blvd.
P.O. Box 1099
Erie PA 16512
Phone: 814-868-3611
Contact: B.Q. Whitehair
Products: 588

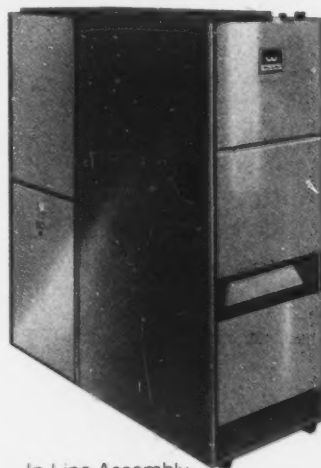
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Phone: 314-257-3073
Contact: G.G. Sutcliffe
Products: 158 136

HUTCHINSON INDUSTRIES
79 E. Don Roadway
Toronto, Ont., Canada M4M 2A5
Contact: N.F. Hutchinson
Products: 137 164

HYDROHEAT
P.O. Box 382
Ridgway PA 15853
Phone: 814-776-1323
Contact: Tom Herbster
Products: 311 332 588
Brand Names:
Hydroboiler, Hydrohearth, Hydroplace

HYDROTHERM INC.
Rockland Ave.
Northvale NJ 07647
Phone: 201-768-5500
Contact: Richard A Prusha
Products: 307 311 510
Brand Names:
Multi-Temp, Hydro-Fin, Flouever

HYDROVALVE CO., INC.
1310 Rockaway Parkway
Brooklyn NY 11236
Phone: 212-257-4200
Contact: Herbert Joseph
Products: 565 573 577 593 596 597 608 624

HY-TEST 303 CORP.
9 Meadow Road
Rutherford NJ 07070
Phone: 201-933-0300
Contact: M. Biddelman
Products: 102 174 516 523 524 631 632 633 634 637

ICC
U.C.S. Bldg.
Richard Mine Rd.
Wharton NJ 07885
Phone: 201-381-0618
Contact: Gary J. Sullivan
Products: 113 114

ILI, INC.
5985 Peachtree Corner East
Norcross GA 30071
Phone: 404-449-5900
Contact: W. Robertson
Products: 584 585 586 587 588

INDUSTRIAL COMBUSTION, INC.
4465 N. Oakland Ave.
Milwaukee WI 53211
Phone: 414-332-4100
Contact: Lee Danielson
Products: 324 313 576 561
Brand Names:
Hev-E-Oil, Hev-E-Duty O/Gas, Highlander

INDEPENDENT ENERGY, INC.
42 Ladd St.
P.O. Box 732
E. Greenwich RI 02816
Phone: 401-884-6990
Contact: Rodger B. Dowdell
Products: 538

INDUSTRIAL PETROLIC CORP.
28-45 128th St.
College Point NY 11356
Phone: 212-445-7900
Contact: John Fontana
Products: 516 520
Brand Names:
IPC Monkey Wrench, Spritz, Chem-Vac
Quick Fire Chambers, Furnace Ceme NT,
Fantastic Foam, Tape Seal, Steam Clean-
Water Absorbent, Libe Tube.

INFERN-O-THERM CORP.
Locust Street
Keyport NJ 07735
Phone: 201-264-7700
Contact: Ray Pearson
Products: 159 162 351 628
Brand Names:
Traiburner, Bultherm, Uncoker

INFOTEC
1 Perimeter Rd.
Manchester NH 03103
Phone: 603-668-6750
Contact: Calvin Holt
Products: 113

THE IN-NOVO ENGINEERING & DEVELOPMENT CO.
210-09 67th Ave.
Bayside Queens NY 11364
Phone: 212-234-3354
Contact: H. Rapaport
Products: 627

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10500 Symour Ave.
Franklin Park IL 60131
Phone: 312-671-4300
Contact: Bill Lord
Products: 320

IRPCO INC.
P.O. Box 2348

Charleston WV 25328
Phone: 304-344-1791
Contact: Andrew W. Black
Products: 136

ISTA ENERGY SYSTEMS CORP.
26 South Union Ave.
Cranford NJ 07016
Contact: Bernard Amstutz
Products: 127 547 548 561 588 606 607 609 614 615

ITC-SOLAR
275 Broadview Ave
Warrenton VA 22186
Phone: 703-347-9500
Contact: Frank Lozano
Products: 584 585 586 587 588

ITT FLUID HANDLING DIV.
4711 Golf Road
Skokie IL 60076
Phone: 312-677-4630
Contact: Jack W. O'Neill
Products: 342 573 574 575 588 599 600 601 603 605

JENNIE G. SALES CO., INC.
3770 W. Pratt
Lincolnwood IL 60465
Phone: 312-673-7580
Contact: Sandra Goldstein
Products: 629

JOHNSON CONTROLS INC. CONTROL PRODUCTS DIV.
2221 Camden Court
Oak Brook IL 60521
Phone: 312-654-4900
Contact: Tom Garding
Products: 528 593 594 623 624
Brand Names: Mizer, Penn, Baso

JOHNSON CORP. DIV. OF MAGIC CHEF
851 West Third Avenue
Columbus OH 43212
Phone: 614-294-3547
Contact: Frank L. Green
Products: 303 305 333
Brand Names:
Johnson, Armstrong, Air-Ease, Williams,
Gaffers & Sattler

JOHNSON DEGREE DAY SYSTEMS
329 Pilcher St.
Kalamazoo MI 49001
Phone: 616-343-1221
Contact: Tom Johnson
Products: 120

E.F. JOHNSON COMPANY
299 10th Ave. SW
Waseca MN 56093
Contact: Bert C. Erickson
Products: 153
Brand Names:
Transcom II, Fleetcom II, PPL-6000

K & H CORP.
2230 N. Main St.
Suite 17
Santa Anna CA 92708
Phone: 714-957-1668
Contact: Barbara Echave
Products: 343

K & L DISTRIBUTORS
Route 4
Meadville PA 16335
Phone: 814-336-4329
Contact: Kenneth J. Yoder
Products: 332
Brand Names:
Longwood

KENITE LABORATORY
RFD #2
Tunkhannock PA 18657
Contact: Joseph Stucky
Products: 523

JOHN W. KENNEDY CO.
990 Waterman Ave.
East Providence RI 02914
Phone: 401-434-1246
Contact: Jack Lynch
Products: 176

KENNEDY TANK & MFG. CO., INC.
833 E. Sumner Ave.
Indianapolis IN 46227
Phone: 317-787-1311
Products: 162

KENT MOORE CORP.
28835 Mound Road
Warren MI 48092
Phone: 313-774-9500
Products: 122 530

N.J. KENWORTH
1231 Rt. 22 W
Bridgewater NJ 08807
Phone: 201-722-4400
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Products: 177

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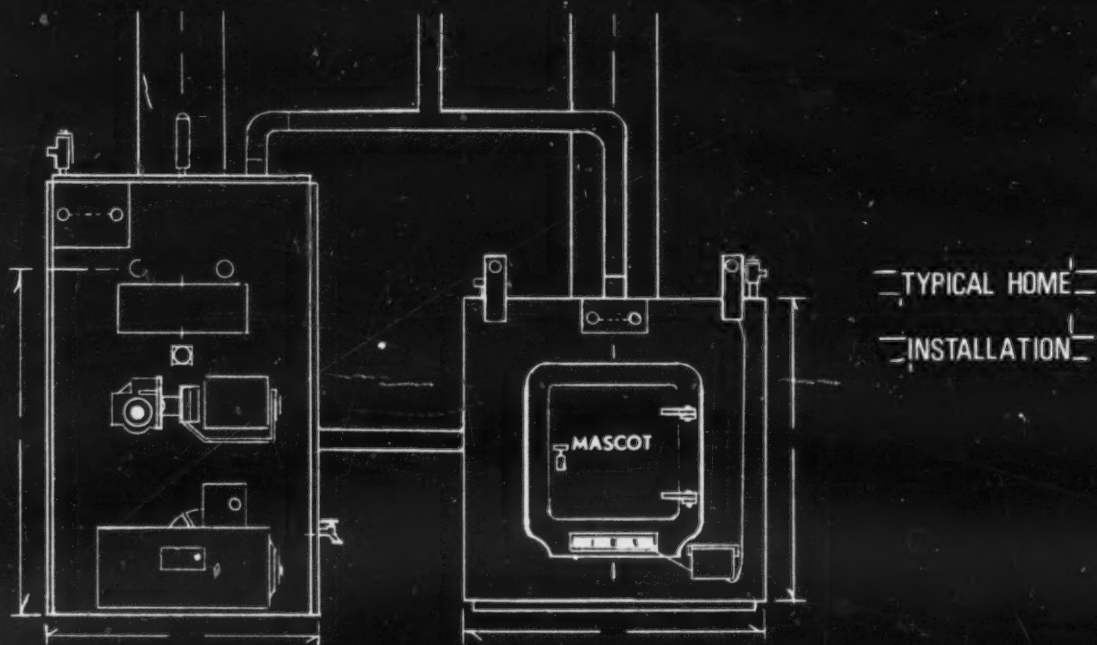
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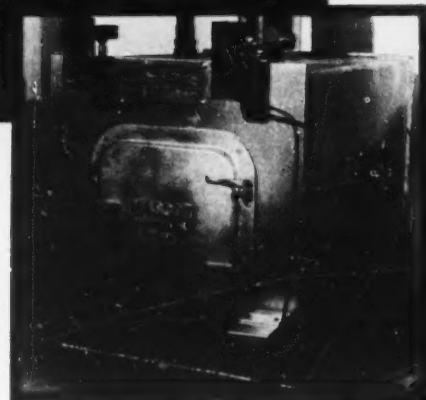
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Phone: 201-786-4511
Contact: Robert Siegel
Products: 596

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314 Rt. 22
Green Brook NJ 08812
Phone: 201-489-6000
Contact: Barry Jayson
Products: 112 113 114 115

KRUEGER SENTRY GAUGE CO.
1056 W. Mason St.
Green Bay WI 54303
Phone: 414-437-3245
Contact: M. F. Stephenson
Products: 133 134
Brand Names:
Al-A-Glance, Therna Gauges

L & R MANUFACTURING CO.
577 Elm St.
Keamy NJ 07032
Phone: 201-991-5330
Contact: Joseph S. Finnerty
Products: 516

L & S BEARING CO.
P.O. Box 1537
Oklahoma City OK 73101
Phone: 405-236-5501
Contact: Stephanie Richmond
Products: 650

LABELMASTER
7525 N. Wolcott
Chicago IL 60626
Phone: 312-973-5100
Contact: Harry Fund
Products: 179
Brand Names:
Spacemaster

LAKE CHEMICAL CO.
250 N. Washtenaw Ave.
Chicago IL 60612
Phone: 312-826-1700
Contact: E. Cooper
Products: 524
Brand Names:
La-Co, Slic-Tite, T-O-T, Pipette Fast,
Oylite, Heat-Seal, Krak-Stik.

LAPINE TRUCK SALES & EQUIP. CO.
3131 E. Royalton Rd.
Cleveland OH 44147
Phone: 216-526-6363
Contact: Bernie Green
Products: 143 164 177

LEAK-X CORP., USA
580 Sylvan Ave.
Englewood Cliffs NJ 07632
Phone: 201-569-8589
Contact: John S. Gelles
Products: 122

LEAR-SIEGLER, INC.
900 Brooks Ave.
Holland MI 49423
Phone: 516-354-4200
Contact: James C. Stewart
Products: 333 347
Brand Names:
Miller-Brentwood

LENAN ENTERPRISES INC.
P.O. Box 94
Milton WI 53563
Phone: 608-868-4351
Contact: Larry Rehling
Products: 324
Brand Names:
Kutrieb

LEE EQUIPMENT, INC.
RFD 1, Old Route 6
Brewster NY 10509
Contact: Lee S. Richards
Products: 106 118 119 129 133 136 137
139 140 149

LENNOX INDUSTRIES INC.
P.O. Box 400450
Dallas TX 75240
Contact: Jerry Smith
Products: 303 305 320 329 347 513 549
584 585

LIFETIME FIBERGLASS TANK
5000 Packinghouse Road
Denver CO 80216
Phone: 303-623-0333
Contact: S. W. Anderson
Products: 162

LIQUID CONTROLS CORP.
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Waukegan Road
North Chicago IL 60064
Phone: 312-689-2400
Contact: Robert Hey
Products: 141 142 143

LOCHINVAR WATER HEATER CORP.
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Nashville TN 37204
Phone: 615-244-0963
Contact: Kaye H. Bradley
Products: 351

LOCKHEED ELECTRONICS CO., INC.
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Phone: 201-757-1600
Contact: Morris Greenstein
Products: 155 149

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1701 E. Broadway
Toledo OH 43605
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Products: 584

HERBERT LUTZ TANK LINING CO., INC.
2020 Clinton St.
P.O. Box 255
Linden NJ 07036
Phone: 201-862-6633
Contact: Stuart Lutz
Products: 161

LYNN PRODUCTS CO., INC.
400 Boston St.
Lynn MA 01905
Phone: 617-593-2500
Contact: Leonard Milaszewski
Products: 522 519 520 507 568 567 134
320 322 324
Brand Names:
Quickie, Time Saver, Instant-Glo, Iron-
Hide, Boston, Clearview, Ideal

MAID-O'-MIST
3217 N. Pulaski Rd.
Chicago IL 60641
Phone: 312-685-7300
Contact: Peter M. Lindley
Products: 528 549 550 606
Brand Names:
Auto-Vents, Rainbow, Heatkeeper

MAJOR COMPUTER CORP.
17 W. Marie St.
Hicksville NY 11801
Phone: 516-822-4335
Contact: Gene Solomon
Products: 114 115

MAPCO, INC. PROCESS & POLLUTION CONTROL
1800 South Baltimore
Tulsa OK 74119
Phone: 918-438-1010
Contact: Lou Sander
Products: 141 143
Brand Names:
Ausonics

MARATHON ELECTRIC MANUFACTURING CORP.
100 E. Randolph St.
Wausau WI 54401
Phone: 715-675-3311
Contact: John Cance
Products: 565

MARATHON HEATER CO., INC.
Box 285, Rd. #2
Marathon NY 13803
Phone: 807-849-6736
Contact: T.H. Parker
Products: 311 332

MARKETSHARE COMMUNICATIONS
P.O. Box 308
Whitehouse NJ 08888
Phone: 201-534-9026
Contact: Alex Vella
Products: 583

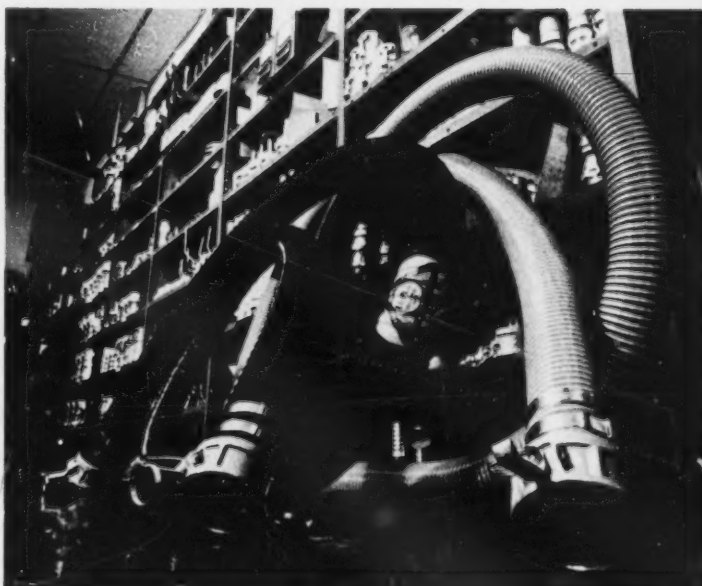
MARTIN BROWN CORP.
Box 327
Rahovo PA 17764
Contact: Martin A. Brown
Products: 176 824 353 127 133 102 103
320 322 323

CHAS MARTIN INSPECTORS
1110 Brickell Ave.
Suite 910
Miami FL 33131
Phone: 305-358-7878
Contact: Bruce W. Abugel
Products: 138

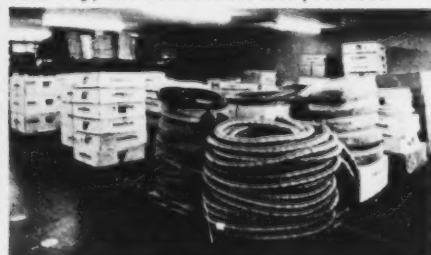
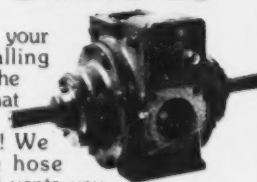
MASS. ENGINEERING CO., INC.
Bodwell St.
Avon MA 02322
Phone: 617-580-0550
Products: 162

A.Y. McDONALD MFG. CO.
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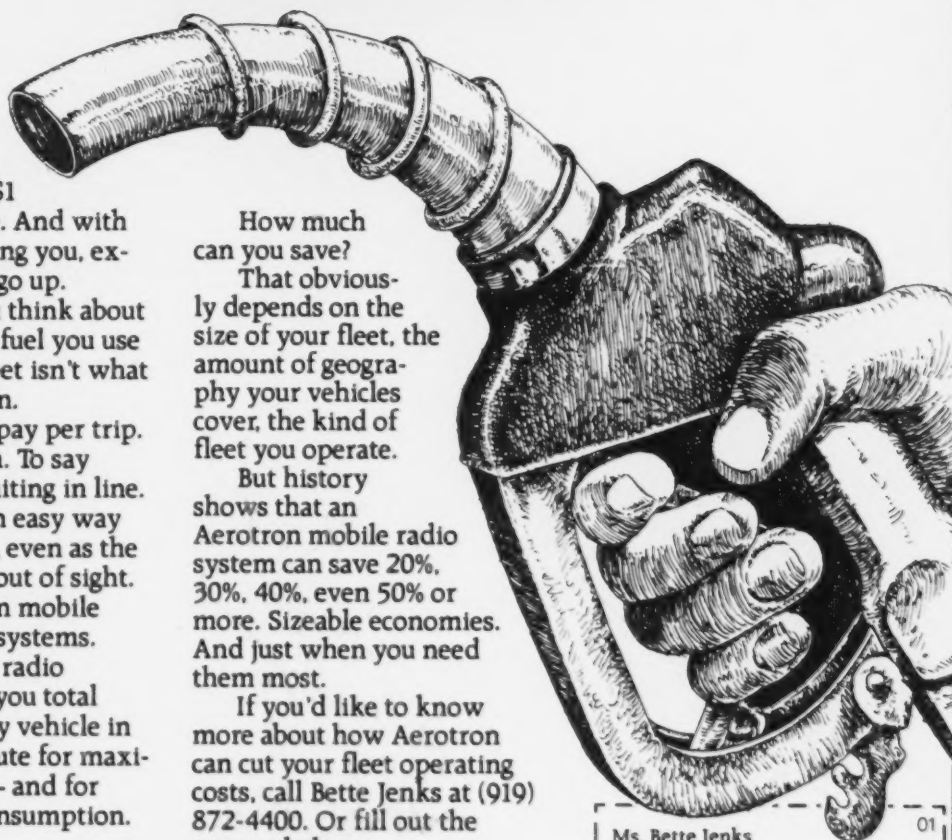
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Contact: Gilbert T. McTighe
Products: 175 102
Brand Names:
Eliminator, Karacide

MCT INFORMATION SYSTEMS, INC.
Box 391
Saratoga Springs NY 12866
Phone: 518-548-0940
Contact: Jay M Rosvsky
Products: 112 114 121

MELVIN MFG. CORP.
Box 38D
Jay ME 04239
Phone: 207-645-4732
Contact: Morton A. Melvin
Products: 311 313 307
Brand Names:
Memco MW100

MERCEDES-BENZ OF N.A., INC.
One Mercedes Drive
Montvale NJ 07645
Phone: 201-573-0600
Contact: Donna Luke
Products: 177

MERIAM INSTRUMENT DIV.
SCOTT & FETZER
18920 Madison
Cleveland OH 44102
Phone: 216-281-1100
Contact: E.V. Erjavec, Sr.
Products: 133 141 154 562

MERRILL TRANSPORT CO.
1037 Forest Ave.
Portland ME 04104
Phone: 207-787-7611
Contact: Paul Merrill
Products: 176

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Wallace Murray Corp.
P.O. Box 372
Nampa ID 83851
Phone: 208-467-7411
Contact: H.E. Sweatt
Products: 515

METROPAC INDUSTRIES
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Everett MA 02149
Phone: 617-387-2660
Contact: Henry Cosentino
Products: 624

W W MEYER & SONS
P.O. Box 105
Skokie IL 60077
Phone: 312-463-5127
Contact: R Meyer
Products: 517
Brand Names:
Klean-King, Fibreking

R.E. MICHEL CO., INC.
2801 W. Palapasco Ave.
Baltimore MD 21227
Phone: 301-242-5500
Contact: J.V. Michel, Jr.
Products: 624

MICHIGAN FURNACE CO.
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Troy MI 48064
Phone: 313-588-1668
Contact: Denis Claffey
Products: 528
Brand Names:
Efikal

MIDWESCO
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Niles IL 60648
Contact: David Miller
Products: 132 133 134 138 159 160 162
165 352 573

MIDWEST COMPONENTS, INC.
1981 Port City Blvd.
Muskegon MI 49443
Phone: 616-777-2602
Contact: G.J. Hoffman
Products: 588 592
Brand Names:
Tempistor

MIDWEST COMPUTER REGISTER
P.O. Box 270
Hampton IA 50441
Phone: 515-456-5205
Contact: E Vosberg
Products: 155

MIDWESTERN SOLAR INSULATION
2335 Riverside Dr.
Paducah KY 42001
Phone: 502-443-6295
Contact: Lee Molloy, Jr.
Products: 587

MIES FILTER PRODUCTS, INC.
505 Commerce St.

West Bend WI 53095
Phone: 414-338-0676
Contact: David R. Mies
Products: 629

MILWAUKEE VALVE CO., INC.
2375 S Burrell St
Milwaukee WI 53207
Phone: 414-744-5240
Contact: Dick Marshall
Products: 168 169 171 603 605 606 607
612 613
Brand Names:
Milvaco, Royal Family, Butterball

MODERN METAL PRODUCTS CO.
P.O. Box 20388
Greensboro NC 27420
Phone: 919-275-0421
Contact: D C Stiles Jr.
Products: 179

MODERN WELDING CO.
1500 E. 12th St.
Owensboro KY 42301
Phone: 502-685-4404
Products: 162

MONARCH MANUFACTURING WORKS
2501 E. Ontario St.
Philadelphia PA 19134
Phone: 215-738-8209
Contact: E.B. Frame
Products: 566 567 568

MONOGRAM PRODUCTS CO., INC.
731 N 35th St
Philadelphia PA 19104
Phone: 215-386-0367
Contact: Martin Evoy
Products: 519 520

MONROE THE CALCULATOR COMPANY
The American Road
Morris Plains NJ 07950
Phone: 201-540-7636
Contact: William J O'Neill
Products: 101 112

MOR-FLO INDUSTRIES INC.
18450 Miles Rd.
Cleveland OH 44128
Phone: 216-463-7300
Contact: John M. Fabrizio
Products: 587 585

MOORMANN BROS. MFG. CO.
P.O. Box 125
Rushville IN 46173
Phone: 317-932-3590
Contact: H.A. Engelbrecht
Products: 134

MORRISON BROS CO.
24th & Elm Sts.
Dubuque IA 52001
Phone: 319-583-5701
Contact: Bill Glab
Products: 125 129 133 144 157 170 171
172

MOTOROLA COMMUNICATIONS & ELECTRONICS
24 Hartwell Ave.
Lexington MA 02173
Phone: 617-861-7110
Contact: Ken Denlow
Products: 153

JAMES J. MULLIN INC.
555 Madison Ave.
New York NY 10022
Phone: 212-438-4135
Contact: Edward E. Reineke
Products: 138

MYSON, INC.
P.O. Box 5025
Embrey Industrial Park
Falmouth VA 22401
Phone: 703-371-4331
Contact: John Bernard
Products: 342 573 588

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21716 Kenrick Ave.
Lakewood MN 55044
Phone: 612-636-7730
Contact: Gary Hoffman
Products: 584

NATIONAL SOLAR CORP.
Novelty Lane
Essex CT 06426
Contact: Scott H. Reiniger
Products: 584

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Francesstown Turnpike
New Boston NH 03070
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Contact: Charles Puckette
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Phone: 803-223-1212
Contact: A.M. Massimilla
Products: 141 143 149

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West Warwick RI 02893
Phone: 401-821-0800
Products: 623 670
Brand Names:
Neucom, Leisure Time

NEW YORKER STEEL BOILER CO.
Bethlehem Pike
Colmar PA 18915
Phone: 215-822-0114
Contact: Walter A. Gamble
Products: 346 351 313
Brand Names:
Outsider, Country Clubber, Floridian

NORTH AMERICAN SOLAR DEVELOPMENT
2800 Juniper St
Suite 9
Fairfax VA 22031
Phone: 703-241-8888
Contact: Albert Nunez Jr.
Products: 352 584 585 586 587 588 628
Brand Names:
Miromit, Solaroll, Instant Flow, Shower Savers

NORTHERN DATA SYSTEMS OF N.E.
40 Washington St.
Wellesley MA 02181
Phone: 617-235-6915
Contact: Robert Keyes
Products: 101 112 113 132

NORTHLAND BOILER Co.
Town St.
East Haddam CT 06423
Phone: 203-873-9119
Contact: Winthrop Gupitll, Jr
Products: 311

NUTMEG CHEMICAL CO.
125 Market St.
New Haven CT 06513
Contact: Perry Rochelle
Products: 102 621

O E M PRODUCTS, INC.
2701 Adamo Drive
Tampa FL 33605
Phone: 813-247-5947
Contact: D.W. Barlow, Sr.
Products: 303 305 352 584 585 586 587
588
Brand Names:
Solaratic, Heat Battery

OKITE PRODUCTS, INC.
50 Valley Road
Berkeley Heights NJ 07922
Phone: 201-464-6900
Contact: R.J. Baker
Products: 102 111 159 515 516 518 523
545 621 632 633 636 637

OCV CONTROL VALVES
7400 E 42nd Place
Tulsa OK 74145
Phone: 918-585-2566
Contact: John P. Ewert
Products: 605 608 611

O'DAY EQUIPMENT INC.
Box 2708
Fargo ND 58102
Phone: 701-235-6631
Products: 162

OHIO SCIENTIFIC, INC.
1333 South Chillicothe Road
Aurora OH 44202
Contact: W. Paul Warren
Products: 113

OIL EQUIP. MFG. CORP.
60 Connolly Pkwy.
Hamden CT 06514
Phone: 203-288-6404
Contact: Arnold J. Alderman
Products: 126 134 103 172
Brand Names:
King, Res, Simplex, OEM

ONEIDA HEATER CO.
P.O. Box 128
Oneida NY 13421
Phone: 315-363-5500
Contact: Warren Clinch
Products: 332
Brand Names:
Royal Two-In-One

OPW DIVISION/DOVER CORP.
9393 Princeton-Glendale Rd.
Cincinnati OH 45240
Phone: 513-870-3100
Contact: Frank H. Ruth
Products: 144 168 119 158 133
Brand Names:
Kamlok, Kamvalok, Visi-Flo

ORECK CORP.
100 Plantation Road
New Orleans LA 70123
Phone: 504-733-8761
Contact: M Fink
Products: 504

ORLANDO'S TANK TRUCKS
27330 Ecorse Rd.
Taylor MI 48180
Phone: 313-291-1260
Contact: Tino Orlando
Products: 176

OWENS-CORNING FIBERGLAS
Fiberglass Tower
Toledo OH 43659
Phone: 419-259-3000
Contact: Thomas R. Schoen
Products: 165
Brand Names:
Fiberglas

PARAGON RESOURCES INC.
P.O. Box 2111
Southfield MI 48037
Phone: 313-356-1610
Contact: George Gradich
Products: 650
Brand Names:
Gas Miser

PARKE-HILL CHEMICAL CORP.
29 Berial Ave.
Mount Vernon NY 10550
Phone: 914-668-7220
Contact: Charles L. Suchman
Products:
102 516 523 524
Brand Names:
Aqu-Ban, Blue-Heat, Ice-Ban, Ice-Colv,
Organo-Ban, Sludge-Ban, Klean-U P,
Soot-Kleen, Soot-Ban, Soot-Stiks, Banz
Odor, Corro-Lube, Protect, E Conokleen,
Fan-Kleen, Grease-Ban, Parkthane, Oxi-
Ban, Parko D-5

PARKER-ANDREWS, INC.
U.S. Rt. 130
Dayton NJ 08810
Phone: 201-297-4800
Contact: Joseph Hiert
Products:
119 158 129
Brand Names:
Nylast

PARKER HANNIFIN CORP.
18321 Jamboree Blvd.
Irvine CA 92713
Phone: 714-833-3000
Contact: H.E. Reed
Products:
103 128 117 158 144 171 170 173 172 139
Brand Names:
Omeco

PEABODY GORDON PIATT INC.
P.O. Box 650
Winfield KS 67156
Phone: 316-221-4770
Contact: Robert Kadua
Products:
320 323 324 576

PEABODY TECTANK INC.
P.O. Box 998
Parsons KS 67357
Phone: 316-421-0200
Contact: Gary Trotter
Products: 162

PEERLESS DIV. LEAR SIEGLER INC.
P.O. Box 447
Tusculum OR 97062
Phone: 503-639-6131
Contact: S.F. Kinne
Products: 162 164

PEERLESS HEATER CO.
Spring & Schaeffer Sts
Boyetown PA 19512
Phone: 215-367-2153
Contact: Henry G. Miller
Products: 307 311

PEERLESS PUMP CO.
1200 Sycamore St.
Montebello CA 90640
Contact: O.W. Smith
Products: 151 573 574 575 576 577
Brand Names:
Hydroconstant, Sure Return, Flush Klean,
Sealtrode

PENNCO, INC.
Box 223
Main St
Clarendon PA 16313
Phone: 814-723-8371
Contact: Thomas A. Fadale
Products: 307 549 552

PERMANENT TANK BOTTOM DIV.
OPERATOR'S HEAT, INC.
1601 W 41st Street
Baltimore MD 21211
Phone: 467-606-0
Contact: J. Hollis Albert
Products: 161

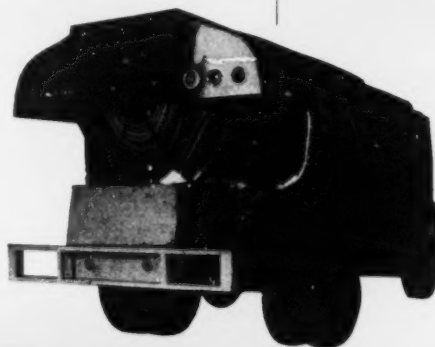
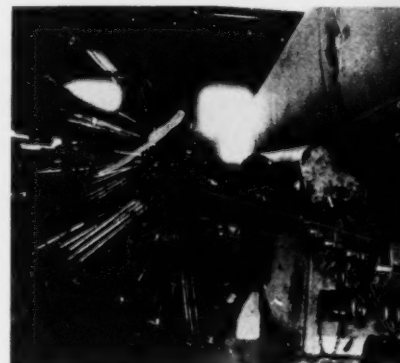
PETERBILT MOTORS CO.
38801 Cherry St.
Newark CA 94560
Phone: 415-796-2011
Contact: Charles Miller
Products: 177

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Our reputation is not a product of our fabrication and supply ability alone. It is also a result of our unsurpassed service and follow through to the petroleum marketer. Count on Amthor Tank Company to service all

your needs. Whether a simple paint job, the installation of a top or bottom loading system, or the upgrading of equipment to meet vapor recovery regulations, Amthor has the know-how and facilities for the job. Indeed, our 50 year reputation coupled with continually expanding services, has taught the industry to depend on Amthor Tank Company.



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Walden, N.Y. 12586

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(201) 842-3576

Circle No. 121 on Card

PETROLEUM DATA CORP.
1101 State Rd. Building T
Princeton NJ 08540
Phone: 609-924-7200
Contact: Phil Deputy
Products: 114

**PETROLEUM EQUIPMENT
DIV. DRESSER INDUSTRIES**
124 W. College Ave
Salisbury MD 21810
Phone: 301-749-6161
Contact: Irvin Haines
Products: 143
Brand Names:
Wayne

PETROLEUM METER & PUMP CO., INC.
P.O. Box 422
Avon CT 06001
Phone: 203-677-9656
Contact: Rich Allen
Products: 149 143 141

PETROMETER CORP.
1807 Gifford Ave.
P.O. Box 245
New Hyde Park NY 11040
Phone: 516-488-5777
Contact: Raymond Schiele
Products: 103 116 133 562 620

PETRO-TRAP
Westport MA 02780
Phone: 617-875-7831
Contact: R.J. Von See
Products: 145
Brand Names:
H-Coast Guard Boom

PHELPS TIME RECORDER LOCK CO.
53 Park Place
New York NY 10007
Phone: 212-732-3791
Contact: Mike McGreen
Products: 178

PHILADELPHIA VALVE CO.
4865 Stanton Ave.
Philadelphia PA 19144
Contact: Norman Smith
Products: 106 117 125 129 132 133 137
157 158 167

PIONEER PRODUCTS CO.
666 Sugar Lane
Elyria, OH 44035
Phone: 216-365-9954
Contact: Warren Delancey
Products: 643
Brand Names:
Roto-Torg, Koupling King II, Super Pulley

PIPER HYDRO INC.
3031 Coronado
Anaheim CA 92806
Phone: 714-630-4040
Contact: J. Piper
Products: 587

PLENTY GROUP INC.
934 Federal Road
Brookfield CT 06804
Contact: Michael C. Fallows
Products: 127 151 157
Brand Names:
Mirreies

POLAR MANUFACTURING CO.
R.R. 1
Holdingford MN 56340
Phone: 612-746-2255
Contact: Tom Vouk
Products: 164 176

PORTA-KING BUILDING SYSTEMS
4133 Shoreline Dr.
Earth City MO 63045
Phone: 314-291-6600
Contact: Carolyn Dean
Products: 629
Brand Names:
Paneling Pivot-Lock

POST-X INC.
Box 877
421 E. Grainger Ave.
Kingsport NC 28501
Phone: 615-523-5766
Contact: John F. Glump
Products: 313 319 503
Brand Names:
Remote Heat Generator

POTTER-WEIL CO.
2434 W. Fletcher St.
Chicago IL 60618
Phone: 312-528-6800
Contact: Robert Popovich
Products: 176

POWER-FLAME DIV. INC.
2001 S. 21 St.
Parson KS 67357
Phone: 316-421-0480
Contact: Walter McCauley
Products: 324

POW-R-MATIC, INC.
Rte 140
Finksburg MD 21048
Phone: 301-833-8100
Contact: Richard Crouse
Products: 347 333 344 341

PRECISION INDUSTRIES, LTD
928 Kaamahu Place
Honolulu HI 96817
Phone: 808-847-3902
Contact: Clay M. Chong
Products: 584 585 586
Brand Names:
Olin-Brass, Rho Sigma, Grundfos, State
Industries, American Appliance

PRESSURE JET BURNER SYSTEMS, INC.
41 Front St.
P.O. Box 70
Exeter NH 03833
Phone: 603-77-8-09
Contact: Alfred C. Olivetti
Products: 320
Brand Names:
Riello

PRIMA INDUSTRIES INC.
P.O. Box 141
Deer Park NY 11729
Phone: 516-691-5600
Contact: A. Gruol
Products: 584 585 586 587 588
Brand Names:
Prima-Pac

PRINGLES, INC.
2073 Refugee Road
Columbus OH 43207
Contact: Russell Kellner
Products: 516 517 518

PROGEN
234 Franklin Avenue
Nutley NJ 07110
Phone: 201-667-0008
Contact: Daniel Giordano
Products: 113

PROGRESS INDUSTRIES, INC.
400 E. Progress
Arthur IL 61811
Phone: 217-543-2121
Contact: Kirby Fleming
Products: 164

PSG INDUSTRIES
1225 Tunnel Rd.
Parkville PA 19344
Phone: 215-257-3621
Contact: Nelson Bender
Products: 593

QUALITY DESIGN & MFG.
15045 Belmont
Allen Park MI 48101
Phone: 313-274-8006
Contact: Douglas A. Porath
Products: 588

QUICK FILL, INC.
P.O. Box 464
Ayden, NC 28513
Phone: 919-748-3933
Contact: Ralph Riggs
Products: 629

RAD TANK & WELDING CO. INC.
Box 278
Hubbard OH 44425
Phone: 216-534-1184
Products: 162

RAY BURNER CO.
1301 San Jose Avenue
San Francisco CA 94112
Phone: 415-333-5800
Contact: B.J. Lowry
Products: 307 311 312 313 320 322 323
568 574 576

RAYPAK, INC.
31111 Agoura Rd.
Westlake Village CA 91359
Phone: 213-885-1500
Contact: R.C. Westover, Jr.
Products: 311 346 351 584 585 586 587
588
Brand Names:
Solar-Pak, Spa-Pak, Sequence-Pak,
Hurricane, Gemini, Calif. III, Restaurant-
Pak, Instant-Pak

**RCA-MOBILE COMMUNICATIONS
SYSTEMS**
Front & Cooper Sts
Bldg 2-2A
Camden NJ 08102
Contact: W.K. Shaw
Products: 153

READING BODY WORKS, INC.
Hancock Blvd. & Gerry St.
P.O. Box 14
Reading PA 19603
Phone: 215-775-3301
Contact: Betty Meyer

Products: 177
Brand Names:
Toolmates, Saddle Mates

RELIABLE STEEL FABRICATORS, INC.
Box 9
Olympia WA 98507
Phone: 206-352-7575
Products: 162

REPCO PRODUCTS CORP.
7406 State Road
Philadelphia PA 19136
Phone: 215-338-110
Contact: Joseph D. Fanelli Jr
Products: 307 311 313 510

RESEARCH PRODUCTS CORP.
1015 East Washington Ave.
Madison WI 53703
Phone: 608-257-8801
Contact: Phil W. Dutton
Products: 549 550 552 553 584 585 587
588

REYNOLDS METALS CO
8601 W. Broad Street
Richmond VA 23261
Phone: 804-281-2207
Contact: R. D. Caruthers
Products: 584

RHO SIGMA
11922 Valerio St
North Hollywood CA 91605
Phone: 213-342-4376
Contact: Preston Welch
Products: 588

RIDGE TOOL CO
400 Clark Street
Elyria OH 44035
Phone: 216-323-5581
Contact: Harry L. Palmer
Products: 650
Brand Names:
Rigid Work Saver

RIPLEY CUSTOM SHIRTMAKERS
820 Howard Ave
New Orleans LA 70113
Phone: 504-524-4072
Contact: Carl J. Mayry Jr
Products: 650

R-M PRODUCTS
5010 Cook Street
Denver CO 80216
Phone: 303-925-6263
Contact: Stephen Piro
Products: 584

ROBERTSHAW CONTROLS CO.
942 Brooks Ave
Holland MI 49423
Phone: 616-396-1461
Contact: Joe A. Dahm
Products: 571

ROBERTSHAW CONTROLS CO.
UHI-LINE DIV
4190 Temescal St./PO Box 2000
Corona CA 91720
Phone: 714-734-2600
Contact: Lawton E. Shank
Products: 554 539 571 522

R.O. HAHN, INC.
264 Stella Dr.
Cincinnati OH 45233
Contact: Raymond O. Hahn
Products: 106 119 127 128 129 132 136
151 152 157
Brand Names:
Polar Tank, Faucet, Allegheny, Parker
Hannifin, Opw, Scully

ROLL TANK CO.
7901 Full Rd
Eden Prairie MN 55343
Phone: 612-941-4252
Products: 162

ROME MESSORAE TE
P.O. Box 11-EE
San Antonio TX 78201
Phone: 512-344-8059
Contact: Mark Wilder
Products: 163

ROPER PUMP CO.
PO Box 269
Commerce GA 30529
Phone: 404-335-5551
Contact: T. W. Craig Sr
Products: 151 152

RYKO MFG CO.
2531 Dean Ave
Des Moines IA 50317
Phone: 515-265-8631
Contact: John J. Mader
Products: 629

SAFETY GAGE CO. INC.
4622 Forest
Kansas City MO 64110
Phone: 816-561-1450
Contact: R.D. Steil
Products: 133 134
Brand Names: Steil

SAVAGE TECHNICAL SERVICES
35 Walnut Avenue
Clark NJ 07066
Phone: 201-241-7100
Contact: Brian Savage
Products: 176

E.W. SAYBOLT & CO. INC.
400 Swenson Drive
Kennilworth NJ 07033
Phone: 201-245-3100
Contact: J.H. McCabe Jr.
Products: 138

**THE SCOTT & FETZER CO.
FRANCE DIV.**
875 Bassett Rd
Westlake OH 44145
Phone: 216-871-5600
Contact: RC Knabe
Products: 596 571
Brand Names:
Franceformer

SCULLY SIGNAL CO.
Northern Industrial Park
Wilmington MA 01830
Phone: 617-729-7510
Contact: RJ Skarda
Products: 172 103 167 139 133
Brand Names:
Unifil, Ventalarm

SECURITY PRODUCTS CO.
Bruce & Clement Roads
Oreland PA 19075
Contact: Richard Weaver
Products: 178

SOUTH ERIE HEATING INC.
2515 Zimmerly Road
Erie PA 16596
Phone: 814-833-4328
Contact: Joe Cardman
Products: 343
Brand Names: Ray-O-Vent

SERVICE WELDING & MACHINE CO.
700 E. Main St
Louisville KY 40202
Phone: 502-585-4295
Products: 162

SETON NAME PLATE CORP.
1794 Boulevard
New Haven CT 06505
Phone: 203-772-2520
Contact: Fenmore R. Seton
Products: 179

SID HARVEY INDUSTRIES, INC.
805 Locust St.
Garden City NY 11530
Phone: 516-222-1515
Contact: William J. Crean
Products: 624

SILVERDALE FUEL
PO Box 37
Silverdale WA 98383
Phone: 206-692-9221
Contact: Roland Arper
Products: 588

SILVER KING MFG CO.
4100 Freeland Avenue
Philadelphia PA 19128
Phone: 215-483-7171
Contact: Thomas L. Jarret
Products: 516 523 524
Brand Names:
Safe Squick Hydronic No 5

SKUTTLE MANUFACTURING CO
Rt 1
Evergreen Subdivision
Marietta OH 45750
Phone: 614-373-9169
Contact: David Shrewsbury
Products: 522 550 551 630
Brand Names:
Drumatic Auto Moist Bust Ban

SLANT/FIN CORP.
100 Forest Drive
Greenvale NY 11548
Phone: 516-484-2600
Contact: Ralph Zeth
Products: 304 305 307 311 342 579
Brand Names:
Fine/Line, Malibu & 78, Galaxy & 100,
Caravan

A O SMITH CORP./CONS PROD. DIV.
P.O. Box 28
Kankakee IL 60901
Phone: 513-667-2431
Contact: N. A. Robbins-Mgr Adv
Products: 351
Brand Names:
Conservationist, National, Continental,
Glascote, Permaglas

THE FASTEST, MOST THOROUGH OIL
BURNER & PARTS CLEANER EVER...

FREE FOR YOU TO TEST!

NEW FORMULA

GRIME-SOLV

AEROSOL SPRAY

The kind of research break-through you've come to expect from Stewart-Hall is now available.

Not only does the **New Grime-Solv** now clean in seconds rather than in minutes, because of its heavy, **encapsulating foam**; but it leaves a like-new shine after oil and grime is wiped away.



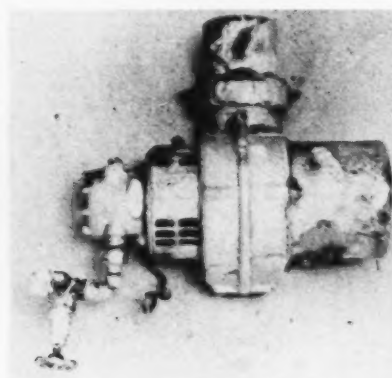
LOOK AT THESE UNRETOUCHED PHOTOGRAPHS

DIRTY BURNER



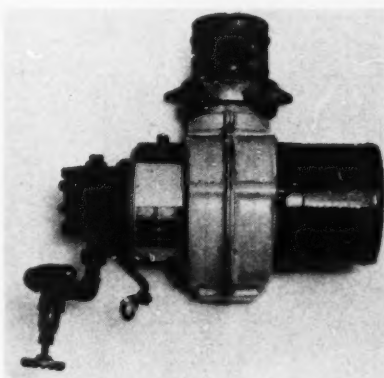
Replaced burner after years of unattended service.

FOAM ON BURNER



Grime-Solv with encapsulating foam clings to all dirty surfaces for quick, deep penetration.

CLEAN BURNER



Shiny, almost-like-new burner only a few minutes later.

New Grime-Solv will leave your customers with a lasting impression of your quality service, and will leave you deeply impressed with its speed and the money making man-hours it will save you.

Get your **FREE FULL SIZE SAMPLE** by either using the self-addressed reply card bound into the back of this issue, or by requesting your sample on your letterhead and giving us the name and address of your favorite Heating Parts Wholesaler. Your *absolutely free* sample of the New, Foam and Shine, Grime-Solv Aerosol Spray will be sent, for your test, through a wholesaler. Try it and then buy the New Grime-Solv.

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CHEMICAL CORPORATION
MOUNT VERNON, NEW YORK 10553

Circle No. 122 on Card

AO SMITH-INLAND INC.
2700 W 65th
Little Rock AK 72209
Phone: 501-568-4010
Contact: WH Pierpont
Products: 570

H.B. SMITH CO., INC.
57 Main St.
Westfield MA 01085
Phone: 413-562-9631
Contact: Homer L. Able Jr.
Products: 307 311
Brand Names:
Mills, Smith-Mills, Century, Smith-Page

SMP CO./WEDGON DIV.
2985 Inca St
PO Box 17306
Denver CO 80202
Phone: 303-623-5462
Contact: Dave R Tygart
Products: 158 138 129 128 119

SOLAR AMERICAN CO., INC.
106 Sherwood Drive
Williamsburg VA 23185
Phone: 804-574-0830
Contact: Robert J Pegg
Products: 585 587

SOLAR COMPONENTS DIV.
Kalwall Corp
PO Box 237 88 Pine St
Manchester NH 03015
Phone: 603-625-9677
Contact: Bruce M. Keller
Products: 588
Brand Names:
Sun Lite, Sunwall, Kal-Therm, Solar-Kal

SOLAR ENERGY CORP.
553 Pretty Brook Road
Princeton NJ 08540
Contact: R J Aresly
Products: 585
Brand Names:
Solec, Solcoat By Solec

SOLAR ENERGY SYS & PROD
500 North Alley
Emmitsburg MD 21727
Phone: 447-435-5
Contact: M A Tallmon
Products: 352 584 585 586 587 588

SOLAR ENERGY SYSTEMS INC.
900 Kings Hwy
Suite 307
Cherry Hill NJ 08034
Phone: 608-482-0440
Contact: N E Brussels
Products: 584 585 586 587

SOLAR-EYE PRODUCTS, INC.
1300 NW McNab Road
R Lauderdale FL 33309
Phone: 305-974-2500
Contact: Lester Botoff
Products: 584 585 586 588

SOLAR FARM INDUSTRIES, INC.
P.O. Box 242
Stockton KS 67669
Phone: 913-425-6726
Contact: George T. Lane
Products: 528 584 585 586 587 588 624

SOLAR HOMES, INC.
275 Harborside Blvd.
Providence RI 02905
Phone: 401-884-0351
Contact: Michael F Smith
Products: 585 587

SOLAR HYDRO SYSTEMS, INC.
785 So State College Blvd
Suite E
Fullerton CA 92631
Phone: 714-992-4470
Contact: Bruce Mourton
Products: 588 585 587

SOLAR INDUSTRIES
P.O. Box 303
Plymouth CT 06782
Products: 584 585 586 587 588
Brand Names:
Sunbearer And First Solar

SOLARON CORP.
440 Galleria Tower
720 So Colorado Blvd
Denver CO 80222
Phone: 303-759-0101
Contact: Roger A Bradford
Products: 544 584 585 587 588

SOLAR SHELTER ENGINEERING CO.
Box 178
35 S. Maple Street
Kutztown PA 19522
Phone: 215-683-6769
Contact: JE Ludwig Jr
Products: 588

SOLAR SUPPLY, INC.
6709 Convey Court

San Diego CA 92111
Phone: 714-292-7811
Contact: Donald A McDonough
Products: 585 586 588 624
Brand Names:
Day*Star

SOLAR TECHNOLOGY CORP.
2160 Clay Street
Denver CO 80211
Phone: 303-455-3309
Contact: Tony Pandimos
Products: 584 585
Brand Names:
Soltec Hot Water System

SOLAR TECH SYSTEMS CORP.
2216 Avenue E.
PO Box 1850
Lubbock TX 79408
Phone: 806-765-7761
Contact: William E Geaslin
Products: 587

SOLARTHERM, INC.
1110 Fidler Lane
Suite 1215
Silver Spring MD 20910
Phone: 800-882-4000
Contact: Dr. Carl Schleicher
Products: 584 586 587 588
Brand Names:
Lordan, Guilthermal

SOLARTRON CORP.
PO Box 496
Excelsior MI 49829
Phone: 906-789-0050
Contact: Guy Owens
Products: 587

SOLAR USAGE NOW INC.
Box 306
Bascom OH 44809
Phone: 419-937-2226
Contact: Joseph Deahl
Products: 584 585 586 587 588 621 628
Brand Names:
Sun-Aire, Sun-In, Sunbeam, Sun-Treat

SOLAR-X CORP.
25 Needham St
Newton MA 02161
Phone: 617-244-6686
Contact: Ad Lemonte
Products: 588

SOLEX CORP.
187 Billerica Rd
Chelmsford MA 01824
Phone: 617-256-8724
Contact: Don Ranney
Products: 586

SOLVATH ENGINEERING CORP.
Massey Hill Rd
East Swanzey NH 03446
Phone: 603-352-4879
Contact: Kenneth Whitte
Products: 102 516 523 524

SOS PRODUCTS CO. INC.
4th & RR Streets
East Greenville PA 18041
Phone: 215-679-6262
Contact: Is Pryor
Products: 102 516 523 524 520

SOUTHEASTERN SOLAR SYSTEMS, INC.
2812 New Spring Rd.
Suite 150
Atlanta GA 30339
Phone: 404-691-1960
Contact: Cay Hurt
Products: 585

SOUTHERN TANK & MFG. INC.
1501 Haynes Ave.
Owensboro KY 42301
Phone: 502-684-2321
Contact: Lee Bowman
Products: 162 164 165

SPECIALTY MFG & SUPPLY CO.
Hilton & Holly Sts.
Easton PA 18042
Phone: 215-258-1541
Contact: Walt Stamper
Products: 313
Brand Names:
Dynatherm

STARRCO COMPANY INC.
1515 Fairview
St Louis MO 63152
Phone: 314-429-5650
Contact: Michael M Starr
Products: 650

STANDARD SOLAR COLLECTORS, INC.
1465 Gates Ave.
Brooklyn NY 11227
Phone: 212-456-1882
Contact: Carlo Montclair
Products: 349 584 585 586 587 588

STEEL TANK & FABRICATION CORP.
Box 83
Columbia City IN 46725
Phone: 219-244-6129
Products: 162

STEEL TANK INSTITUTE
111 E. Wacker Drive
Chicago IL 60603
Phone: 312-644-6610

Contact: Jack Springer
Products: 162 164 165
Brand Names:
STI-P3

WM STEINEN MFG. CO.
29 East Halsey Rd.
Parsippany NJ 07885
Phone: 201-887-6400
Contact: John E Price
Products: 566 567 568 526 527 528 525
Brand Names:
Dyna-Coin, Thermo-Mist, Comfort Mist

STEINEN OF CAROLINA, INC.
Rt 7 Box 90 Airport Rd.
Kinston NC 28501
Phone: 919-523-8181
Contact: WM F Steinen Jr.
Products: 582 557 552 513
Brand Names:
Shur-Flo

STEWART-HALL CHEMICAL CO.
222 Washington Street
Mt Vernon NY 10553
Phone: 914-668-6300
Contact: John Landenberger
Products: 102 173 174 516 523 524 631
632 634 635

STS SYSTEMS INC.
2 Landmark Square Suite 1D
Stamford CT 06901
Phone: 203-348-8055
Contact: David Mitchell
Products: 113
Brand Names:
Minifuel

SUFFOLK FUEL ACCESSORY & REGISTER CORP.
55 Kennedy Avenue
Blue Point NY 11715
Phone: 516-363-2550
Contact: Ted Dobrie
Products: 176

SUNDSTRAND HYDRAULICS DIV
SUNDSTRAND CORP.
2210 Harrison Avenue
Rockford IL 61101
Phone: 815-226-6000
Contact: James F Nelson
Products: 576 577 573

SUNEARTH SOLAR PRODUCTS CORP.
Progress Dr
Montgomeryville PA 18936
Phone: 215-699-7892
Contact: Howard Katz
Products: 584

SUN MASTER
12 Spruce St
Corning NY 14830
Phone: 607-937-5444
Contact: Keith Martin, Mkt Mgr
Products: 584 585 587 588

SUNPOWER ASSOCIATES
Rt #2 Box 137
Frederick MD 21701
Phone: 301-663-1722
Contact: Dick Bernstein
Products: 587

SUNRISE COMPUTER SYSTEMS, INC.
20 Miller Place
Syosset NY 11791
Phone: 516-921-4321
Contact: Stuart R. Sheedy
Products: 113

SUNSAV, INC.
640 So. Union Street
Lawrence MA 01843
Phone: 617-687-0044
Contact: Paul W Cronin
Products: 587 584 585 586

SUNSAVER CORP.
Box 276
North Liberty IA 52317
Phone: 319-626-2343
Contact: D Dunlavy
Products: 587 584

SUN SYSTEMS, INC.
P.O. Box 347
Milton MA 02186
Phone: 617-265-9600
Contact: Michael A. Shattuck
Products: 584 585 586 587 588

SUNVERTER
RR #1
Murphysboro IL 62296
Contact: Brent Ehrlich
Products: 587 588

SUPERIOR BOILER WORKS, INC.
P.O. Box 1527

Hutchinson KS 67501
Contact: Michael W Collings
Products: 171 311 313 315 560 561 562
564 574 575
Brand Names:
Aztec, Mohawk, Apache, Mohican, Osage

SWAN-HOSE DIV. AMERACE CORP
PO Box 509
8929 Columbus Pike
Worthington OH 43085
Phone: 614-548-6511
Contact: Terry M Converse
Products: 136

SYSTEMS ENGINEERING COMPUTER
6600 W Broad Street
Richmond VA 23230
Phone: 804-281-6455
Contact: Leonard A Murray
Products: 115
Brand Names:
Petrosystems

TACO, INC.
1160 Cranston Street
Cranston, RI 02920
Phone: 401-942-9000
Contact: H Kirk Bozgian
Products: 588

D.C. TALBOT GAUGE & CALIBRATING
13 Ridge Road
Lemont IL 60439
Contact: Sam Shields
Products: 110 133

TANKIT CORP.
515 Lehigh Avenue
Union NJ 07083
Phone: 201-687-5533
Contact: Victor Kerge
Products: 516 523 524 102 174 119
Brand Names:
Quick Kleen, Hap, Liquid Bornisher, Magna-Patch, Klear Q Line, Neutrodra Justa-Coupling

TANKS-A-LOT
DIV. OF D. CALLEIA, INC.
3298 Atlantic Avenue
Brooklyn, NY 11208
Phone: 212-647-5400
Contact: David Calleia
Products: 111 160

TANK TRAILER SPECIALTY EQUIP
P.O. Box 12236
Houston TX 77017
Contact: Robert E. Wilson
Products: 136 152 164 168 170 171
Brand Names:
Drum Pumps, Milwaukee Valves, Reliable Truck Tanks, J & L Tank Transporters, Dunlop Hose

T A TOUR & ANDERSSON INC.
852 Glenbrook Road
Stamford CT 06906
Contact: Leif Eiderberg
Products: 548 553 592 593 594 606 607
609 614 622

T-C SPECIALITIES CO., INC.
17 S. Main Street
Coudersport PA 16915
Phone: 814-274-8060
Contact: Mrs. Dorothy Lamb
Products: 107 108 149 583

TECH-WELD CORP
70 Blanchard Road
Burlington, MA 01803
Phone: 617-272-1400
Contact: Raymond M Just
Products: 164
Brand Names:
Bikini

TEKTON CORP
Rt 118
Conway MA 01341
Phone: 413-369-4367
Contact: Peter Jeswald
Products: 311
Brand Names:
HS Tarm OT, HS Tarm MB Solo, Tasso A

TELEDYNE MONO-THANE
1460 Industrial Parkway
Akron OH 44310
Phone: 216-863-6100
Contact: Deborah J Hack
Products: 625

TEXACO, INC.
2100 Hunters Point Avenue
Long Island City NY 11101
Phone: 212-361-4100
Contact: John T Mcauliffe
Products: 307 313 320 333 347 351 549
Brand Names:
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P.O. Box 2780
Long Beach CA 90801
Phone: 800-421-7545
Contact: David L. Thompson
Products: 111 129 133 145 152 164 171

THOR METAL PRODUCTS CO. INC.
PO Box 218
East Wood Station
Syracuse NY 13206
Phone: 315-454-3215
Contact: John A. Nicodemus
Products: 515 501 536 570
Brand Names:
Thor-Vent, Thoratron

3M CO., DECORATIVE PRODUCTS DIV.
3M Center 223-S
St Paul MN 55101
Phone: 612-733-1110
Contact: DL Hyman
Products: 588

TIMPTE-BEALL INC.
8200 E 96th Avenue
Henderson, CO 80640
Phone: 303-288-0734
Contact: Richard R. Sutliff
Products: 164

TIME SAVING FILLS
15 Second Avenue
York PA 17404
Phone: 717-843-6467
Contact: Charles Eyster
Products: 167
Brand Names:
Speed Kleen

TODD UNIFORM
PO Box 529
Ripley TN 38063
Phone: 901-635-3075
Contact: W.F. Chip McGeehan
Products: 650
Brand Names:
Todd Prest

TOKHEIM CORP./METER DIV.
Box 360
Fort Wayne IN 46801
Phone: 219-423-2552
Contact: Dave Curtis
Products: 137 141 143 149 170 606 607 608

TOKHEIM CORP./JASPER DIV
PO Box 278
Jasper TN 37346
Phone: 158-245-124
Contact: WA Cartwright
Products: 137 151

TOTAL CONCEPT, INC.
3845 N. Carnation
Franklin Park IL 60131
Phone: 312-678-7590
Contact: Burton Shaffer
Products: 616 625
Brand Names:
Total Guard, Fiber-Therm, Astro-Therm,
Tip Fiber

TOTAL ENERGY CORP.
55 Knickerbocker Ave.
Bohemia NH 11716
Phone: 603-567-1011
Contact: Dennis Carpin
Products: 584 585 586 587 588

TRADECO (USA) LTD.
PO Box 283
Exeter, NH 03833
Phone: 603-778-0992
Contact: Alfred C. Olivetti
Products: 650

TRAILMASTER TANKS
P.O. Box 18040
Fort Worth TX 76118
Phone: 817-824-3381
Contact: El Harvey
Products: 164

TRANSAMERICA DELVAL INC.
GEMS SENSORS DIV.
P.O. Box 255
Farmington CT 06032
Phone: 202-877-1311
Contact: George C. Angelovich
Products: 116 133 562

TRANTRER, INC.
735 E. Hazel
Lansing MI 48909
Phone: 517-372-9416
Contact: RW Saxton
Products: 588

TRICOR LEASING, INC.
P.O. Box 707
Phillipsburg NJ 08865
Phone: 201-454-8443
Contact: Sal Casamento
Products: 113 162

TRIONIC INDUSTRIES INC.
6720 Alentown Blvd
PO Box 8212
Harrisburg PA 17185
Phone: 207-61-
Contact: Karl A. Windish
Products: 528
Brand Names:
Sentinel Monitor

TRITANK CORP.
507 Charles Avenue
Solvay NY 13209
Phone: 315-488-2813
Contact: G. Fruscello
Products: 119 125 128 129 136 137 144 148 152
Brand Names:
Polar, Tech Weld

TURBONICS, INC.
11200 Madison Avenue
Cleveland, OH 44102
Phone: 216-228-9663
Contact: David Essen
Products: 510 348
Brand Names:
Webster, Selectemp, Chilchaser, Dual-Aire

TURNPIKE FORD TRUCKS
330 County Avenue
Secaucus NJ 07094
Phone: 201-864-2211
Contact: Art Guterling
Products: 177

XXTH CENTURY HEAT AND VENTILATING
96 Ira Ave
Akron OH 44301
Phone: 216-782-9168
Contact: John Kerch Jr.
Products: 303 305 311 332 333
Brand Names:
Longwood, Memco

TYMSHARE, INC.
38 Oser Avenue
Hauapauge, LI NY 11787
Phone: 516-231-5856
Contact: Dennis Raynoha
Products: 114
Brand Names:
Telefuel

ULTIMATE ENGINEERING CORP.
200 West Central St
Natick, MA 01760
Phone: 617-653-6699
Contact: Bruce S. Buckingham
Products: 307 528

UNITED METAL HOSE CO., INC.
150-34 12th Avenue
Whitestone, NY 11357
Phone: 212-767-3350
Contact: R. Meyers
Products: 119

UNIPRISE SALES CORP
27 Depot St.
P.O. Box 356
Watertown CT 06795
Contact: Philip Porter
Products: 147

UNIROYAL, INC. INDUSTRIAL PRODUCTS DIV.
Box 1000
Maryville MS 38868
Phone: 600-821-3132
Contact: John J. Cullen
Products: 136
Brand Names:
Royallux

UNITOG BUSINESS UNIFORMS
101 W 11th Street
Kansas City MO 64105
Phone: 816-474-7000
Contact: Pete Corpemy
Products: 650

UTICA RADIATOR CORP
2201 Dwyer Avenue
Utica NY 13501
Phone: 315-797-1310
Contact: Chris Jensen
Products: 307

VAPORPAK, INC.
Hampton Rd.
Exeter, NH 03833
Phone: 603-778-0509
Contact: JE Gilbert
Products: 627
Brand Names:
Vapormid

VEEDER-ROOT INC.
70 Sargeant St.
Hartford CT 06102
Phone: 203-527-7261
Contact: A. P. Patricelli
Products: 130 149 155

VIKING PUMP DIV./HOUDAILLE INDUSTRIES
Rth & Ender
Cedar Falls IA 50613
Phone: 319-286-1741
Contact: R.A. Frandsen
Products: 151 152 574 575 576 577

VIM TRAILER MANUFACTURING, INC.
2811 N. Ohio
PO Box 4148
Wichita KS 67204
Phone: 316-838-4233
Contact: Fred S. Barker
Products: 164

VIRGINIA SOLAR COMPONENTS, INC.
Highway 29 South
Rustburg VA 24588
Phone: 804-239-9523
Contact: Bob Savage
Products: 584 588

THE V M DECAL CORP.
15 Buttonwood Land
Cinnaminson NJ 08077
Phone: 609-829-2832
Contact: Thomas L. Lifka
Products: 179

WALTON LABORATORIES
1 Carol Place
Moonachie NJ 07074
Phone: 201-641-5700
Contact: Jay S. Spiegel
Products: 522 550 551 549

WALTHAM PRODUCTS
1214 Bennington St
E Boston MA 02128
Phone: 617-567-5700
Contact: Robert Vandezee
Products: 320 324 313 307 345 351
Brand Names:
Dynajet Vert, Flame

WARREN ELECTRIC CORP.
16 Manning St.
Warren RI 02885
Phone: 401-245-3700
Contact: Gordon Benjamin
Products: 147

WATSON MCDANIEL
375 Madison Avenue
Valley Forge Corporate Center
Norristown PA 19403
Phone: 215-666-5711
Contact: J. Merle Smith
Products: 610 608 609

WATTS REGULATOR CO.
PO Box 628
Lawrence MA 01842
Phone: 617-688-1811
Contact: Joseph A. Keegan
Products: 588

WAUKEE ENGINEERING CO., INC.
5600 W. Florist Ave.
Milwaukee WI 53218
Phone: 414-462-8200
Contact: Wally Sterzel
Products: 143

WAYNE HOME EQUIPMENT DIV.
THE SCOTT & FETZER CO.
801 Glasgow Avenue
Fort Wayne IN 46803
Phone: 219-426-4000
Contact: Edward J. Kallenback
Products: 320

WEATHER ENGINEERING & MFG, INC.
4703 Northpark Dr.
Colorado Springs CO 80907
Phone: 303-398-8228
Contact: Lane A. Pinnow
Products: 588

WEATHER-MADE SOLAR SYSTEMS, INC.
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Springfield MO 65802
Phone: 417-865-0684
Contact: Glenn A. Ramsey
Products: 584 585 587

WEBSTER ELECTRIC CO., INC.
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Racine WI 53403
Phone: 414-833-3511
Contact: Arvid H. Wold
Products: 596 577 565 611 608
Brand Names:
Service Saver, Delay-Trol

WEBSTER ENGINEERING & MANUFACTURING CO.
818 Industrial Road
Dawson 748
Winfield KS 67158
Phone: 316-221-7484
Contact: L.E. Wolfe
Products: 109 132 320 322 323 324

WEIL-MCLAIN, DIV. OF WYLAIN, INC.
Blaine Street
Michigan City IN 46360
Phone: 219-879-8561
Contact: Vince Salvino
Products: 307 311 510 579

WEIL SERVICE PRODS CORP.
2434 Fletcher St.
Chicago IL 60618
Phone: 312-528-6800
Contact: Richard Weil
Products: 106 119 125 128 130 134 137 139 140

WELD-IT CO.
4477 Sheila Street
Los Angeles CA 90023
Contact: Sam Schaffer
Products: 136 152 129 164

WESTON EQUIPMENT CO., INC.
130 Railroad Hill St.
Waterbury CT 06706
Phone: 203-758-1500
Contact: Paul M. Steinberg
Products: 176
Brand Names:
Wesco

WEST-MARK
2704 Railroad Ave
Ceres CA 95307
Phone: 209-537-4747
Contact: Jack Smith
Products: 164

WHITE-RODGERS DIV.
EMERSON ELECTRIC CO.
9797 Reavis Road
St. Louis MO 63123
Phone: 314-577-1300
Contact: James T. Pickett
Products: 503 562 561 593 571 572 564 588 541 559
Brand Names:
Comfort-Set, Maxi-Saver

THE WILL-BURT CO.
169 South main St.
Orrville, OH 44667
Phone: 216-682-7015
Contact: RL Webner
Products: 332
Brand Names:
Combustioneer '65'

WILSON INDUSTRIES
2296 Wycliff St.
St Paul MN 55114
Phone: 612-646-7214
Contact: David T. Josvold
Products: 332

THE WILLIAMSON CO.
3500 Madison Road
Cincinnati OH 45209
Phone: 513-731-1343
Contact: RA Pitcher
Products: 333 303 305 329
Brand Names:
Five In One, Timp O Matic, Oil Saver

WOODWARD CO.
611 N. Lyndale Drive
P.O. Box 507
Appleton WI 54911
Phone: 414-739-8844
Contact: Gene Garvey
Products: 176 t 30

WORCESTER BRUSH CO.
38 Austin St.
Worcester MA 01601
Phone: 617-754-9811
Contact: C.R. Peterson
Products: 516

XERXES FIBERGLASS, INC.
383 N. King Hwy
Cherry Hill NJ 08034
Phone: 609-667-6070
Contact: Dan K. McKenzie
Products: 162 165
Brand names:
Century-Cast

N.H. YATES CO.
117-C Church Lane
Cockeysville MD 21030
Contact: James H. Yates, Sr.
Products: 304 307 332 343 347 351 352 515 573 574
Brand Names:
Rheem, H.B. Smith, Modine, Van Packer, Taco, Skidmore, Revere Solar, Watson McDaniel, Celine

YELLOW JACKET DISTRIBUTING CO.
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Morton IL 61550
Phone: 309-264-6111
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Products: 170
Brand Names:
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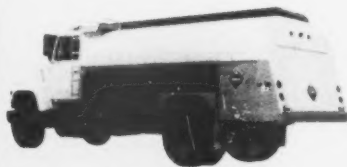
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APOLLO CHEMICAL CORP.
ARMAK CO./IND CHEM DIV
DAMSON CHEMICALS CORP.
DEARBORN CHEMICAL
FPPF CHEMICAL CO.
HERCULES CHEM CO INC
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MARTIN BROWN CORP.
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PARKE-HILL CHEMICAL CORP.
SOLVALL ENGINEERING CORP.
SOS PRODUCTS CO. INC.
STEWART-HALL CHEMICAL CO
TANKIT CORP.

103 ALARMS, LIQUID LEVEL
AMPRODUX, INC.
AUTOMATION PRODUCTS INC.
BROOKS INSTR DIV/EMERSON
CALLIS-THOMPSON INC.
CLAWSON TANK CO
CLEMETT & CO. INC.
EMCO WHEATON, INC.
GIRARD EQUIPMENT INC.
HAFFER PETRO EQUIP
MARTIN BROWN CORP
OIL EQUIP. MFG. CORP.
PARKER HANNIFIN CORP.
PETROMETER CORP.
SCULLY SIGNAL CO.

104 AUTOMATIC DELIVERY SYSTEMS
BROOKS INSTR DIV/EMERSON

105 AUTOMATION SYSTEMS, BULK PLANT
AUTOMATION PRODUCTS INC.
CALLIS-THOMPSON INC.
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106 BOTTOM LOADING ASSEMBLIES
BROOKS INSTR DIV/EMERSON
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HAFFER PETRO EQUIP
LEE EQUIPMENT, INC.
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R.O. HAHN, INC.
WEIL SERVICE PRODS CORP.

107 BUDGET PAYMENT ENVELOPES
T-C SPECIALTIES CO., INC.

108 CARDS, DOOR KNOB NOTICES
T-C SPECIALTIES CO., INC.

109 CENTRAL FUEL OIL SYSTEMS
WEBSTER ENGINEERING & MANUFACTURING CO.

110 CHARTS, TANK CAPACITY
CALLIS-THOMPSON INC.
CLAWSON TANK CO
CLEMETT & CO. INC.
D.C. TALBOT GAUGE & CALIBRATING
HAFFER PETRO EQUIP
HIGHLAND TANK & MFG CO

111 CLEANING, OIL TANK
ECO-TECH MARKETING INC.
OAKITE PRODUCTS CORP.
TANKS-A-Lot
THOMPSON TANK & MANUFACTURING

112 COMPUTER STATEMENTS
FIRE BIRD MICRO INC.
KIRBY COMPUTER SYSTEMS
MCT INFORMATION SYSTEMS, INC.
MONROE THE CALCULATOR COMPANY
NORTHERN DATA SYSTEMS OF N.E.

113 COMPUTERS, IN HOUSE
ARTHUR D. LITTLE SYSTEMS, INC.
ADVANCED DIGITAL DATA, INC.
AMOCO COMPUTER SERVICES CO.
BURROUGHS CORPORATION

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DATA SYSTEMS OF CONN
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NORTHERN DATA SYSTEMS OF N.E.
OHIO SCIENTIFIC, INC.
PROGEN
STS SYSTEMS INC.
SUNRISE COMPUTER SYSTEMS, INC.
TRICOR LEASING, INC.

114 COMPUTERS, TIME SHARING
ADVANCED DIGITAL DATA, INC.
BURROUGHS CORPORATION
FIRE BIRD MICRO INC.
ICC
KIRBY COMPUTER SYSTEMS
MAJOR COMPUTER CORP.
MCT INFORMATION SYSTEMS, INC.
PETROLEUM DATA CORP.
TYMSHARE, INC.

115 COMPUTER SERVICE BUREAUS
ADVANCED DIGITAL DATA, INC.
KIRBY COMPUTER SYSTEMS
MAJOR COMPUTER CORP.
SYSTEMS ENGINEERING COMPUTER

116 CONTROLS, LIQUID LEVEL
AMPRODUX, INC.
AUTOMATION PRODUCTS INC.
BROOKS INSTR DIV/EMERSON
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CLAWSON TANK CO
CLEMETT & CO. INC.
CLEVELAND CONTROLS INC.
GARSITE PRODUCTS, INC./R & M DIV.
GIRARD EQUIPMENT INC.
PETROMETER CORP.
TRANSAMERICA DELAVAL INC.

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CALLIS-THOMPSON INC.
PHILADELPHIA VALVE CO.
PARKER HANNIFIN CORP.

118 CONTROLS, POWER TAKEOFF
CALLIS-THOMPSON INC.
CLEMETT & CO. INC.
GIRARD EQUIPMENT INC.
HAFFER PETRO EQUIP
LEE EQUIPMENT, INC.

119 COUPLINGS, HOSE
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CENTURY BRASS PRODUCTS INC.
CLEMETT & CO. INC.
EVER-TITE COUPLING CO., INC.
GARSITE PRODUCTS, INC./R & M DIV.
GOLDSTEIN-SCHWARTZ, INC.
HAFFER PETRO EQUIP
LEE EQUIPMENT, INC.
OPW DIVISION/DOVER CORP.
PARKER-ANDREWS, INC.
R.O. HAHN, INC.
SMP CO./WEDGON DIV
TANKIT CORP.
TRITANK CORP.
UNITED METAL HOSE CO., INC.
WEIL SERVICE PRODS CORP.

120 DEGREE DAY RECORDERS
HIDY BROWN RECORDER CO.
JOHNSON DEGREE DAY SYSTEMS

121 DELIVERY TICKETS
CALLIS-THOMPSON INC.
CLEMETT & CO. INC.
MCT INFORMATION SYSTEMS, INC.

122 DETECTORS, LEAK
CLAWSON TANK CO
CLEMETT & CO. INC.
GARSITE PRODUCTS, INC./R & M DIV.
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KENT MOORE CORP.
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CLEMETT & CO. INC.
EMCO WHEATON, INC.
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ENGLER INSTRUMENTS

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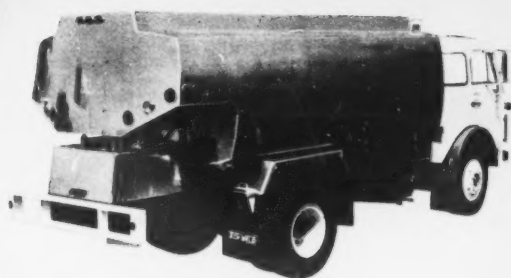
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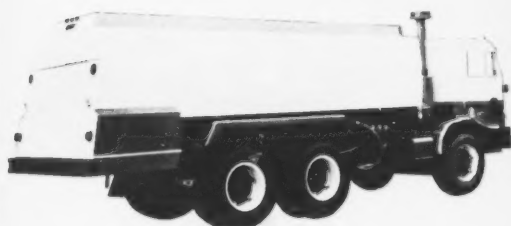
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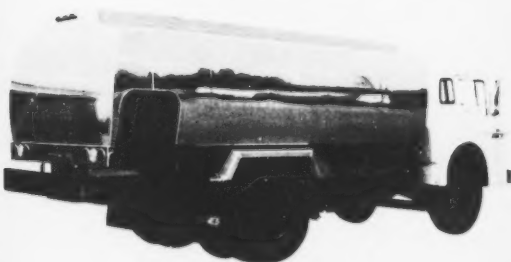
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(Continued on page 86)

Tank Lining

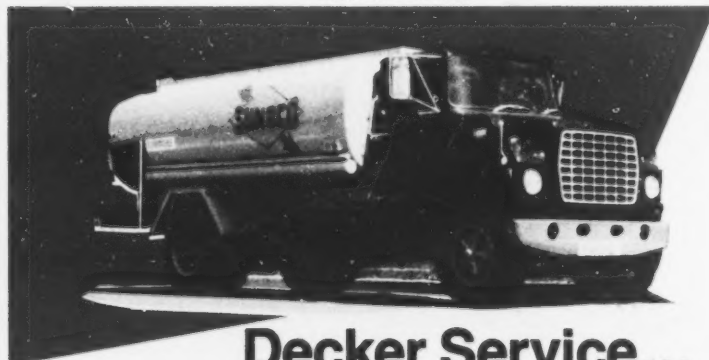
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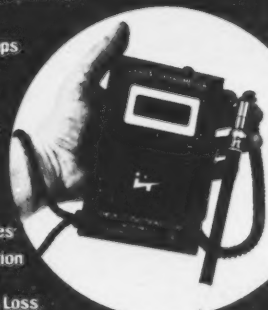
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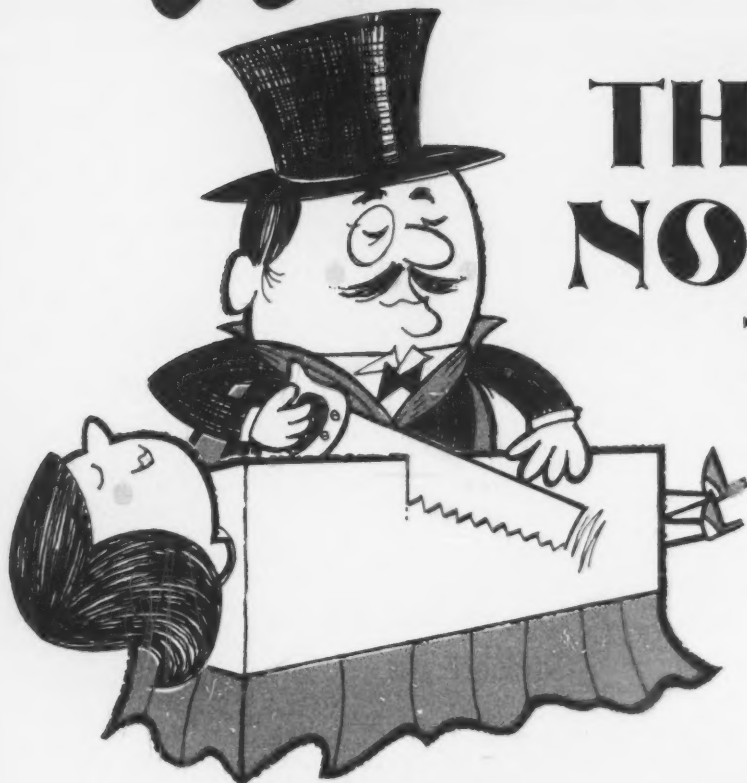
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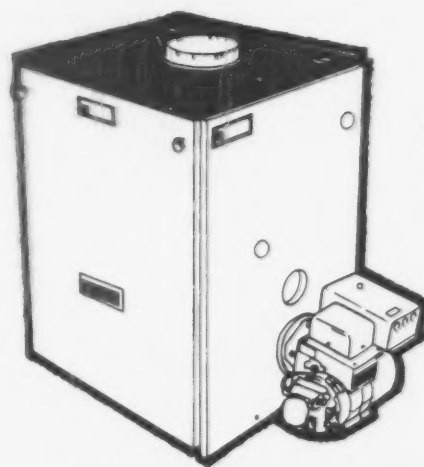


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Oil Heat Dealers Are Diversifying

The fuel oil dealer is continuing to diversify into gasoline and becoming an integrated petroleum marketer, according to the results of FUEL OIL NEWS' second annual readership survey. The trend, first noted last year, continues to be particularly prevalent in the Midwest and South, where gasoline is a large share of total sales. Also, this year's survey uncovered a heavy gasoline concentration in the West, which was not previously evident. More than 80 percent of Midwestern dealers dealt in gasoline, either retail or bulk. In the West, 75 percent handled gasoline, and almost 70 percent of Southern dealers are into gasoline marketing.

Nationally, 94 percent of the readers surveyed handle fuel oil (the remainder

	Fuel Oil	Gasoline
New England	100	14.3
Mid-Atlantic	91.4	42.9
South	81.3	68.8
Midwest	93.2	81.8
West	100	75.0
All Sections	94.0	59.8

being equipment installers, service contractors, etc.) and 59.8 percent sell gasoline. The gasoline percentage is up more than five points since last year, indicating that more dealers feel that concentrating on one product may not be the best idea in these times of questionable

supply. The gasoline percentages in New England took a tumble downward, presumably because of sample variations. Mid-Atlantic figures were just about equal to last year, 40.8 percent in 1978 vs. 42.9 percent this year.

Table 1 shows the percentage of dealers polled who sell both gasoline and fuel oil in the various sections of the country, and Table 2 indicates the average size of businesses questioned, including the gallonage, average number of customers and employees. The fuel oil volume for New England and Mid-Atlantic dealers outpaced the average gasoline volume, but this is reversed in the other areas. The overall average distillate volume was down about 150,000 gallons from last year's figures,

	No. Residential Fuel Oil Accts	No. C/I Customers	Vol. Distillate	Vol. Gasoline	No. Employees
New England	1,262	85	3,168,416 gal.	1,800,000 gal.	7.4
Mid-Atlantic	1,764	82	3,676,551	1,194,545	11.7
South	838	218	1,760,000	2,310,000	5.3
Midwest	599	49	1,186,150	1,273,100	5.5
West	338	69	1,596,915	1,651,580	10.8
All Sections	1,896	96	2,254,436 gal.	1,452,220 gal.	8.1

	FUEL OIL			
	Retail		Bulk	
	Primary	Secondary	Primary	Secondary
New England	100	NR	NR	14.3
Mid-Atlantic	88.7	2.9	14.3	NR
South	62.5	12.5	NR	38.6
Midwest	65.9	13.6	27.3	15.9
West	60.9	28.0	12.5	37.3
All Sections	72.7	13.5	18.9	26.8
	GASOLINE			
	Retail		Bulk	
	Primary	Secondary	Primary	Secondary
New England	7.2	NR	14.3	NR
Mid-Atlantic	14.3	14.3	25.7	NR
South	37.5	25.9	31.3	18.8
Midwest	47.7	18.2	43.3	13.6
West	37.5	12.5	37.5	25.0
All Sections	28.6	17.5	39.4	18.3
NR—Not Reported				

TABLE 4
Petroleum Products Sold
(Percent of Total Volume)

	No. 2	No. 1	No. 4	No. 5 & 6
New England	90.2	2.4	NR	NR
Mid-Atlantic	75.1	5.5	0.7	0.1
South	42.1	13.0	NR	NR
Midwest	41.8	10.9	NR	NR
West	19.3	5.0	1.6	20.3
All Sections	53.7	7.4	1.2	*
	No. 2 for Diesel	Gasoline	LPG/LNG	Other
New England	1.7	6.4	*	*
Mid-Atlantic	3.2	8.1	2.8	*
South	12.1	43.4	NR	*
Midwest	6.2	37.0	NR	0.4
West	14.3	38.3	*	0.7
All Sections	7.5	27.0	0.9	0.4

*Less than .1%

NR—Not Reported

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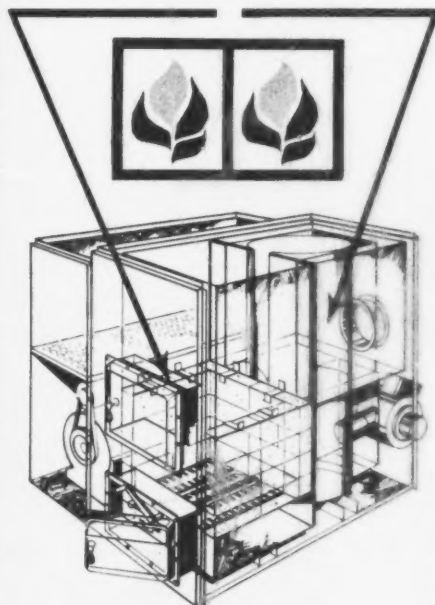
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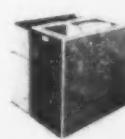


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New DUO-MATIC multi-fuel furnace also burns wood or coal — has a second thermostat that automatically switches on regular fuel burner when temperature drops. Ends worries about interrupted fuel supplies. You'll always have heat — with maximum economy.

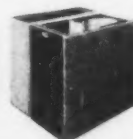


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perhaps due to consumer's efforts to conserve energy and losses to other fuels. Gasoline average volume also showed a decline. Chances are this is due to the inability of many independent dealers to get product during the summer when

many parts of the nation faced long gasoline lines.

We asked dealers how many employees they had, including themselves, and the average across the U.S. was 10.8. We made no distinction between full-

time, year-round people and part-timers or seasonal employees, so one must assume that the figures represent everyone who is employed, regardless of hours or length of service. The *median* (middle) number was 7 (all sections) and the *mode* (number appearing most often) was 4.

Table 3 shows the importance of various sales to fuel oil dealers, in terms of total business income. Almost 75 percent consider retail fuel oil delivery as the primary source of their businesses. Regionally, the figures vary, due to the inroads made by competitive fuels and other factors. Many dealers felt that their primary source of income included two or more areas, such as retail fuel oil and equipment sales both being equally as important to the operation. Many included several as primary.

The percentage of total volume for each product sold is listed in Table 4. Note that No. 2 oil represents the major portion in New England and Mid-Atlantic, but the other areas of the country rely on other products more heavily, such as No. 1 (including kerosene) in the South, and gasoline. The West also sells a significant amount of No. 2 oil for use as diesel fuel. Unfortunately, figures for Nos. 4, 5 and 6 oil were not representative enough to analyze. The poor response suggests that perhaps more and more of this business is being handled through majors directly to end users, without dealer participation. The "other" category includes such products as lubricating and cutting oils, road asphalts, etc.

The backbone of the home heating oil dealer remains—naturally—residential accounts, as shown in Table 5, in which dealers reported that more than 70 percent of their customers are private homes. This is down somewhat from last year, when 75 percent of dealer accounts were residential. Again, this may be due to fluctuations in the sample. Commercial and Industrial accounts took for the next largest shares, each with about 11 percent. The Western dealer apparently does a big commercial and industrial business, judging from the high percentages reported from our sample. Last year, Western dealers reported that 11 percent of their business was apartments, but this year the figure was insignificant. Perhaps many answered the questions differently, lumping apartments in with commercial this year, which caused this figure to jump more than 20 points over the 1978 average. The South had a high percentage of commercial and industrial accounts, per-

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haps the result of the tremendous business growth being experienced in this part of the country as companies forsake the Northeast for better tax breaks, lower rents and lower wage rates in the South.

We requested dealers to estimate their average size delivery to 275 and 550 gallon tanks, and Table 6 gives the averages. The nationwide average for a 275 gal. tank is 169.2, almost 21 gallons less than what dealers said they averaged on the last study. Average drop on 550 gal. tanks was 372.1 gals., four gallons above what was reported in 1978. Too few of the Western respondents bothered to complete this question, so averages would not be truly representative for this section. They were included in overall averages, however. There doesn't seem to be any apparent reason for the drop in averages on the smaller tanks, but the gain on 550's indicates that more care is being taken to optimize automatic deliveries . . . at least we hope so. Last year we compared the average deliveries to the percentage of dealers who use electronic data processing, which indicated that the sections with the highest average deliveries also had the highest percentage of dealers using computers. Because of the lack of hard numbers

from the West, it's impossible to do this analysis this time around. The percentage of dealers using EDP remained about constant, amounting to about 36

percent nationwide, with New England and Mid-Atlantic dealers leading the way. Statistics on EDP are included in the next section of our *Source Book II*.

TABLE 5
Annual Heating Oil Sales by Types of Customers
(Percent of Total Customers Served)

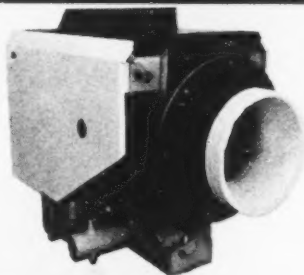
	Private Homes	Apts.	Educ.	Hospitals Other	Commercial	Industrial
New England	88.0	7.9	2.3	0.8	5.7	3.3
Mid-Atlantic	81.5	4.1	0.2	0.2	6.3	1.5
South	74.5	4.8	NR	NR	12.4	11.8
Midwest	78.8	3.8	2.0	0.4	6.6	6.9
West	31.9	NR	2.9	5.9	26.2	32.5
All Sections	70.9	5.2	1.9	1.8	11.4	11.2
NR—Not Reported						

TABLE 6
Average Drop in Gallons

	275 Gal. Tanks	550 Gal. Tanks
New England	168.4	329.3
Mid-Atlantic	179.0	375.1
South	190.5	379.5
Midwest	160.7	404.4
West	NR	NR
All Sections	169.2	372.1
NR—Not Reported		

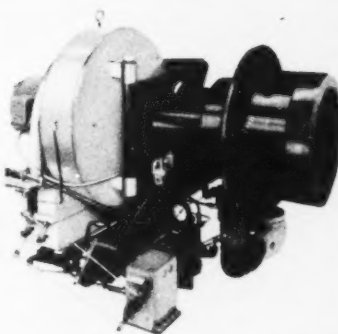
MARC II

No. 2 thru No. 6 oil, air or pressure atomizing. Combination oil/gas, 24 to 75 gph (max.) — 80 to 250 BHP output.



MODEL D

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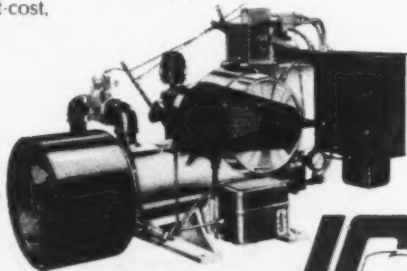


These multi-oil burners can cut your fuel bill by 30%.

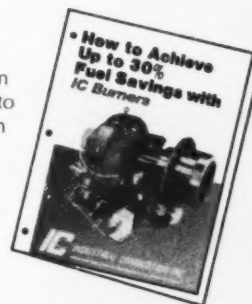
Older, inefficient oil burners waste fuel and dollars. Modern IC multi-oil burners cost less to operate, and give you the flexibility to use the lowest-cost, most-available fuel.

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Computers A Major Tool for Dealers

The use of computers by dealers hasn't changed much since last year, actually losing two percentage points, which can be explained by the variation in the sample. Overall, 36 percent of the dealers polled said they use EDP. Just 10 years ago, there wasn't a computer to be found among fuel oil dealers, and the specialized software for automatic deliveries, burner service and so forth had yet to be written. Only the majors had computers, which were cumbersome jobs that really couldn't perform the tasks that minis do now. It was difficult to conceive of such a turn-around.

There are dozens of firms in existence

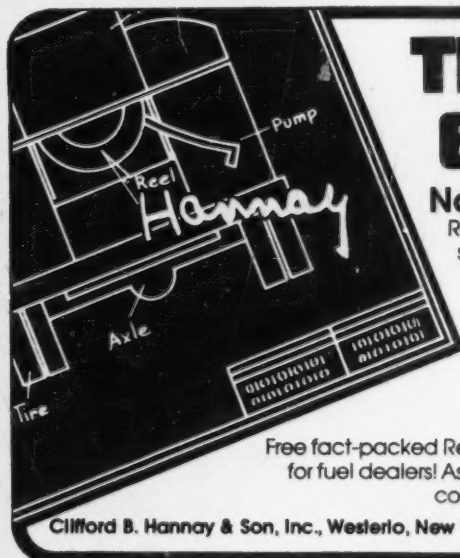
now which specialize in hardware and software for the fuel oil industry, and the dealers who use them feel they are well worth the investment. When computers first became a reality to the home heating oil industry, the batch system was the most popular type of service. Slowly, on-line time sharing took over as dealers became more familiar with the operation of computers and discovered their potential for streamlining many office procedures. Later on, in-house equipment started gaining momentum as equipment developments made the hardware more affordable by the industry. And as software evolved, micros are

now beginning to make a dent in the in-house market.

Of the dealers who said they use computers, 54 percent have in-house mini units. Another 14.3 said they have micros, totalling about 69 percent with in-house computers. Some 20 percent still use batch computer services, and 12.4 percent are on-line. Interestingly, all of the dealers in the West who were polled said they used in-house mini-computers. Obviously not all Western dealers using computers have minis, but it just happened that everyone on the selected sample did. Details are in Table A.

TABLE A
Percent of Fuel Oil Dealers using Computer Services

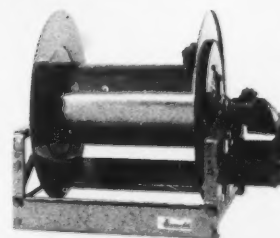
	Percent of Those Who Use Computers				
	Using EDP	In-House Mini	In-House Micro	On-Line Time Sharing	Batch
New England	50.0%	28.6%		28.6%	42.9%
Mid-Atlantic	42.9	53.3	28.6	13.3	13.3
South	31.3	40.0	20.0	20.0	20.0
Midwest	18.1	50.0	25.0	—	25.0
West	37.5	100	—	—	—
All Sections	36.0%	54.4%	14.3%	12.4%	20.2%
*Less than .1%					



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Diesels Remain Dealer Preference

Dealers own an average of 4.9 delivery trucks, ranging from a high of 5.4 each in the Mid-Atlantic to 2.6 in the Midwest. This is more or less equal to last year's sample, which indicated a national average of 5.1 trucks per dealer. This year, we also asked how many bulk trailers dealers owned or leased, and the national average is 0.7. This means that roughly seven out of 10 dealers have one trailer.

The average size of the largest delivery truck was 2679 gals., and average size of the smallest delivery truck was 1908 gals. We asked each of the dealers what they felt the optimum size of a delivery vehicle was in their areas and the national average—which may or may not be germane—was 2552 gals. This ranged from a high in New England of 3050 to a low in the South of 2000. Obviously the optimum size of a deliv-

ery truck depends on the individual dealer's territory, but it was interesting that almost every dealer who answered the question indicated a size about equal to the upper-lower averages. If you take the high and low averages and average these, they are pretty close to what dealers think the optimum should be. See Table B.

Table B also indicates the percentages of diesel vs. gas powered trucks. Once again gasoline is in use a good deal more than diesel, while most dealers prefer diesel over gas. Dealers who use both diesel and gas have grown, from 29.4 percent last year to 34.1 percent this year. The preference to diesel is greater also, as 58.1 percent said they prefer diesel this year, compared to only 47.5 percent last year. In 1978, 35 percent favored gasoline, but this year only 28.8 percent do.

Table C, also on trucks, indicates the average ages of oldest and newest rigs. This varied insignificantly from last year's figures, and the overall average for all sections was identical.

TABLE B
Trucks Per Dealer

	Average No. Owned	Average No. Trailers	Average Size		Optimum Size Preferred
			Largest	Smallest	
New England	4.1	0.1	2933	2135	3050
Mid-Atlantic	5.4	0.8	3225	2915	2910
South	3.9	1.3	2333	1706	2250
Midwest	2.6	0.3	2225	1780	2000
West	3.3	1.9	NR	NR	NR
All Sections	4.9	0.7	2679	1908	2552

Engines By Type

	Use			Prefer	
	Diesel	Gas	Both	Diesel	Gas
New England	7.1	50.0	42.8	71.4	21.4
Mid-Atlantic	8	62.9	31.4	71.4	22.9
South	5.3	59.0	41.7	43.8	31.3
Midwest	2.4	60.5	17.8	41.5	58.1
West	25.0	37.5	37.5	62.5	12.5
All Sections	8.6	56.7	34.1	53.7	28.8
NR—Not Reported					



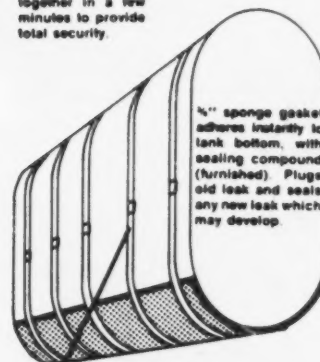
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Table D shows what types of tanks are

TABLE E
Percent Using Two-Way Radios

New England	64.2
Mid-Atlantic	54.5
South	50.0
Midwest	45.5
West	37.5
All Sections	50.3

being used and what dealers favor. Steel still dominates, as it did in 1978, but by a lesser degree, 58.1 percent this year vs. 63.3 percent last year. This trend can be seen in the fact that almost half of all dealers prefer aluminum.

New this year is Table E, which shows that half of all dealers use two-way radios on their equipment, either service vans, delivery trucks or both.

TABLE C
Average Age Of Trucks

	Year Oldest	Year Newest
New England	1967	1975
Mid-Atlantic	1965	1974
South	1966	1975
Midwest	1970	1975
West	1968	1977
All Sections	1969	1975

Percent Buying This Year

	New Truck + Tank	New Tank Only
New England	35.8	NR
Mid-Atlantic	30.0	10.0
South	25.0	18.7
Midwest	12.2	2.4
West	25.0	*
All Sections	25.6	7.4

NR—Not Reported
*—Less than .1%

TABLE D
Truck Tanks By Type

	Use			Prefer	
	Steel	Alum.	Both	Steel	Alum.
New England	64.0	14.3	21.4	21.4	57.1
Mid-Atlantic	60.0	20.0	20.0	34.5	65.5
South	43.8	6.3	25.0	37.5	25.0
Midwest	85.4	7.3	9.8	46.3	34.1
West	37.5	5.0	12.5	25.0	62.5
All Sections	58.1	10.6	17.9	32.9	48.8



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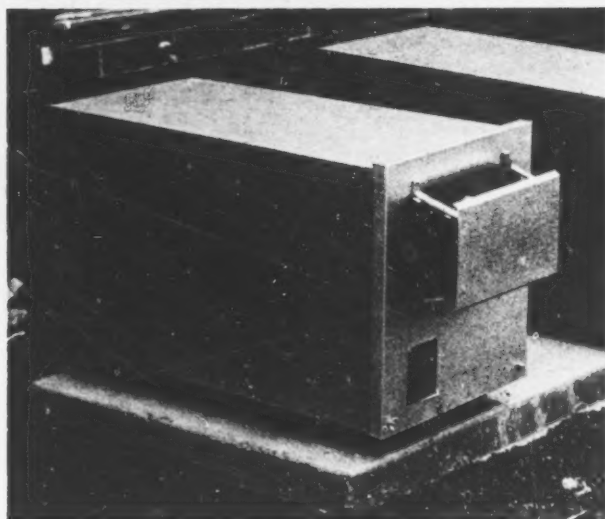
IN-HOME ENERGY SAVINGS PLANS THROUGH 1980

PLANS	% of Hahlds.	No. of U.S. Hahlds. (mil)*
Substantive work planned	55.5%	40.5
Selected specific substantive work planned:		
Insulating	26.7%	19.5
Weatherstripping	31.0%	22.6
Storm doors & windows	17.7%	12.9
Caulking	28.0%	20.4
Fluorescent lighting	8.9%	6.5
Glazing	6.2%	5.0

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Burner	Riello MEC 8 KAP

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Most Dealers Sell Equipment

Most fuel oil dealers install and service heating and/or cooling equipment as a regular part of their businesses, our readership survey disclosed. In fact, more than 65 percent nationally do some installation, with New England and the Mid-Atlantic areas leading the way. Unfortunately, Western dealers did not see fit to answer the questions on equipment enough to get a representative average, so the figures are not available. The South and Midwest still lag behind the Northeast in equipment sales, owing to many factors which are hard to pin down. Table I gives the regional breakdowns.

Only 10 percent of the dealers polled indicated that sales of residential equipment fell off during the last 12 months. By the same token, only 11 percent said commercial/industrial sales slowed. Thus almost 90 percent indicated that equipment sales were as good or better during the last 12 months than they were two years ago. Most New England and Mid-Atlantic dealers said residential sales were up. A majority of everyone said commercial sales kept par with two years ago. See Table II for sectional percentages.

Table III shows how many dealers consider equipment sales, retail and wholesale, air conditioning sales, and sales of non-home heating oil items,

TABLE I
Percent of Fuel Oil Dealers That Sell, Install and/or Service All Types of Heating/Cooling Equipment

New England	92.9%
Mid-Atlantic	90.0
South	43.8
Midwest	43.2
West	NR
All Sections	65.0%
NR—Not Reported	

either of primary or secondary importance to their overall businesses. Retail equipment sales have some importance to more than half of all dealers, either as primary or secondary sources. Wholesale equipment accounts for some importance to more than 10 percent; air conditioning sales to some 15 percent, and more than 12 percent have interests in other areas, not specified.

Tables IV, V and VI show what percentage of dealers surveyed sell, install and service the equipment listed. Quite naturally, oil burners scored the highest, with 64 percent of the dealers queried indicating they sold, installed and service them. The Northeast, once again, led this with a large majority involved in oil burners.

Gas burner sales rose seven percentage points from the last survey, from 10.8 in 1978 to 17.6 this year. The reason

could be that quite a few oil customers are converting to gas and many dealers do the conversions themselves. There weren't too many surprises in any other figures; the only differences resulted from the variation of the sample. More dealers install furnaces than dealers who install boilers, which was brought out last year. Solar is still only handled by a small number, mostly in the Northeast. We couldn't get any solar figures from New England, although it is a known fact that there are a number of dealers that are doing some solar work.

For the first time, we asked dealers how many burners, boilers and furnaces they installed, both residential and commercial, in the past 12 months. Table VII gives the results. Dealers averaged about 31 new burner installations across-the-board, with dealers in New England and the Mid-Atlantic installing more. As further evidence that dealers install more warm air than hydronic equipment, the averages are 14.7 units on furnaces nationwide vs. 9.8 units per dealer on boilers in all sections. Not many commercial furnaces have been installed by dealers, with the figure less than .1 per dealer.

Note: Tables IV, V and VI appear on page 62. Table VII is on page 80.

TABLE II
Trends of Equipment Sales Past 12 Months
(Percent Reporting)

	Residential		
	Up	Same	Down
New England	71.4%	21.5%	7.1%
Mid-Atlantic	52.3	33.4	14.3
South	18.8	62.4	18.8
Midwest	20.1	77.6	2.3
West	NR	NR	NR
All Sections	40.7%	49.7%	10.6%
	Commercial		
	Up	Same	Down
New England	28.6%	46.1%	25.3%
Mid-Atlantic	11.4	86.0	2.6
South	12.5	61.2	6.3
Midwest	4.3	93.4	2.3
West	NR	NR	NR
All Sections	14.2%	73.7%	11.9%
NR—Not Reported			

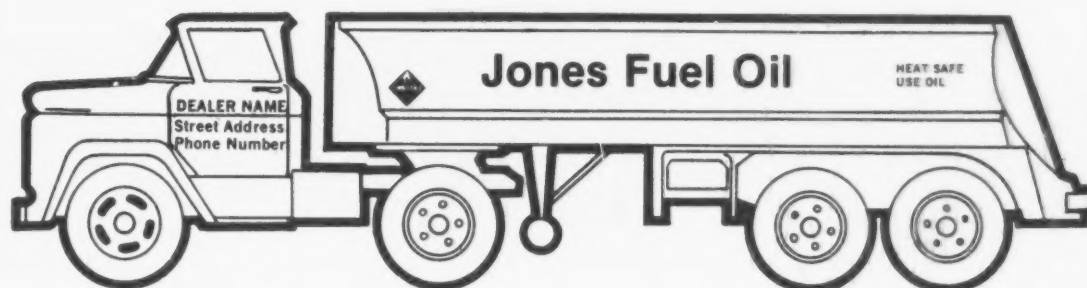
TABLE III
Sources of Business Income
(Percent of Total Business Income)
HEATING EQUIPMENT

	Retail		Wholesale	
	Primary	Secondary	Primary	Secondary
New England	21.4%	57.1%	0	0
Mid-Atlantic	25.7	37.1	8.6	8.6
South	12.5	18.8	12.5	6.3
Midwest	18.2	20.5	2.3	4.5
West	NR	NR	NR	NR
All Sections	19.5%	33.4%	5.9%	4.9%
	A/C		Other	
	Primary	Secondary		
New England	0	0		14.3%
Mid-Atlantic	2.9	11.4		5.7
South	25.0	0		6.3
Midwest	13.6	9.1		22.7
West	NR	NR		NR
All Sections	10.4%	5.1%		12.3%
NR—Not Reported				
*—Less than .1%				

TRUCK • SIGN LETTERING

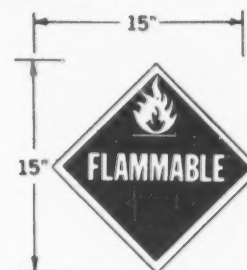
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TABLE IV
Percent of Fuel Oil Dealers That Sell, Install and Service Selected Heating/Cooling Equipment

Residential					
	Oil Burners	Gas Burners	Domestic Hot Water	Boilers	Hydronic Systems
New England	92.9	7.1	92.9	57.1	50.1
Mid-Atlantic	80.0	17.1	77.1	62.9	40.0
South	43.8	18.8	37.5	25.0	18.8
Midwest	40.9	27.3	25.0	27.3	20.1
West	NR	NR	NR	NR	NR
All Sections	64.4%	17.6%	58.1%	43.1%	32.3%
Commercial/Industrial					
	Oil Burners	Gas Burners	Domestic Hot Water	Boilers	Hydronic Systems
New England	64.3%	7.1%	42.8%	28.6%	14.3%
Mid-Atlantic	45.7	5.7	31.4	28.6	14.3
South	18.8	25.0	25.0	31.3	31.3
Midwest	25.0	11.4	9.1	11.4	4.3
West	NR	NR	NR	NR	NR
All Sections	38.5%	12.5%	27.1%	24.9%	16.1%

NR—Not Reported

TABLE V
Percent of Fuel Oil Dealers That Sell, Install and Service Selected Heating/Cooling Equipment

Residential					
	Unitary A/C	Electric Resistance	Insulation	Solar	
New England	•	•	•	•	
Mid-Atlantic	17.1	2.9	2.9	22.9	
South	18.8	12.5	18.8	6.3	
Midwest	11.4	9.1	2.3	2.3	
West	NR	NR	NR	NR	
All Sections	11.8%	6.1%	6.0%	7.9%	
Commercial					
	Unitary A/C	Electric Resistance	Insulation	Solar	Refrigeration
New England	•	•	•	•	•
Mid-Atlantic	8.6	2.9	2.9	11.4	•
South	18.8	12.5	18.8	6.3	12.5
Midwest	4.5	•	•	•	4.5
West	NR	NR	NR	NR	NR
All Sections	8.0%	3.9%	5.4%	4.4%	4.3%

*Less than .1%

NR—Not Reported

TABLE VI
Percent of Fuel Oil Dealers That Sell, Install and Service Selected Heating/Cooling Equipment

Residential					
	Furnaces	Warm Air Systems	Central Air Cond.	Heat Pump	Continuous Air Circulation
New England	78.8%	65.7%	7.1%	•	•
Mid-Atlantic	77.1	62.9	31.4	5.7	5.7
South	37.5	37.5	18.8	6.3	6.3
Midwest	38.6	29.5	29.5	13.6	2.3
West	NR	NR	NR	NR	NR
All Sections	58.6%	55.9%	21.7%	6.4%	3.6%
Commercial					
	Furnaces	Warm Air Systems	Central Air Cond.	Heat Pump	
New England	28.8%	14.3%	•	•	
Mid-Atlantic	34.3	20.0	11.4	5.7	
South	25.0	18.8	18.8	6.3	
Midwest	20.1	13.6	15.9	6.8	
West	NR	NR	NR	NR	
All Sections	26.5%	16.7%	11.5%	4.7%	

*Less than .1%

NR—Not Reported

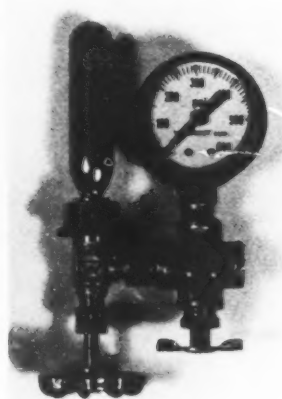
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The Choice is up to you!
One complete valve for the two



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TANKIT CORP.
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PRINGLES, INC.
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532 DRAFT DAMPERS, ELECTRIC
ENERGY VENT, INC.
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536 DUCTS & DUCT FITTINGS
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543 FAN, VARIABLE SPEED
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544 FAN COIL UNITS
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547 FLOW CONTROLS, MOTORIZED
ISTA ENERGY SYSTEMS CORPORATION

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CLEVELAND CONTROLS INC.
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ISTA ENERGY SYSTEMS CORPORATION
T A TOUR & ANDERSSON INC.

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GENERAL FILTERS, INC.
HERRMIDIFIER CO.
LENNOX INDUSTRIES INC.
MAID-"O"-MIST
PENNCO, INC.
RESEARCH PRODUCTS CORP.
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AUTO FLO
HERRMIDIFIER CO.
MAID-"O"-MIST
RESEARCH PRODUCTS CORPORATION
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DELANAV CORPORATION
HAGO PRODUCTS INC.
LYNN PRODUCTS CO., INC.
MONARCH MANUFACTURING WORKS
RAY BURNER COMPANY
WM STEINEN MFG. CO.

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HONEYWELL INC.
ROBERTSHAW CONTROLS CO.
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EMERSON ELECTRIC
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HONEYWELL INC.
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CLEAVER-BROOKS, DIV OF AQUA-CHEM, INC.
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575 PUMPS, CONDENSATE RETURN
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PEERLESS PUMP CO.
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VIKING PUMP DIV.

576 PUMPS, FUEL, NOT PART OF BURNER
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PEABODY GORDON PIATT INC.
PEERLESS PUMP CO.
RAY BURNER CO.
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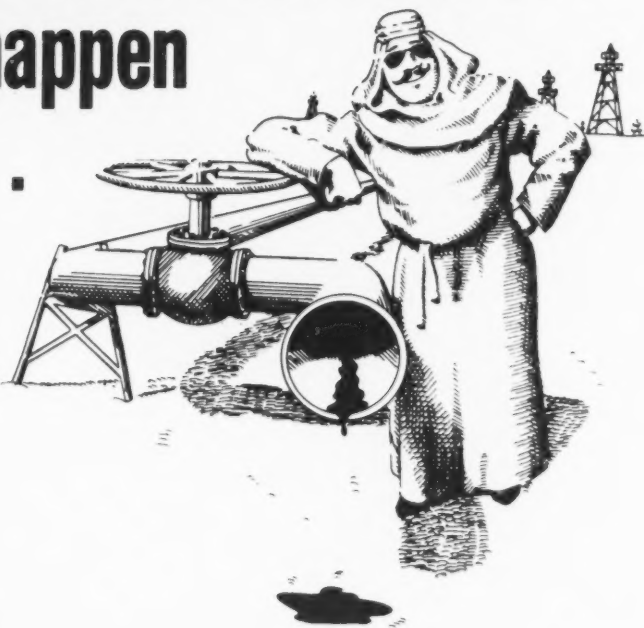
(Continued on page 77)

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Dealers Support Label Requirements

An overwhelming majority of dealers concerned with energy conservation approve the proposed Federal Trade Commission requirements of posting efficiency rating labels on all furnaces and boilers. This is one of the findings of an exclusive *Fuel Oil News* Energy Conservation Study which sought to determine what oil heat dealers perceive as the important areas of this growing market.

A full two-thirds of the dealers responding said they were familiar with the

FTC proposals, and 79.0 percent of these individuals expressed agreement with the idea. Almost two-thirds of all respondents said that the proposal would have a positive impact on energy conservation, whether or not they agreed with the legislation.

The dealers questioned on our survey had an average of 1,473 residential customers each, with annual home heating oil volume of 2.3 million gallons. All sell some equipment, whether it is separate replacement burners, furnaces and boil-

ers or complete systems. Tables 1, 2 and 3 show the composite averages of dealers responding to the questionnaire and the average number of heating units sold during 1978.

All of the figures were for 1978 sales, so recent price increases make the average \$1.5 million fuel oil sales seem small. Given a retail price of 80¢ per gallon, the average dealer would have grossed closer to \$2 million if he sold 2.3 million gallons of No. 2 oil.

The average dealer queried sold more

Table 1
Composite of Dealers Responding to Questionnaire

Average number of residential customers	1,473
Average number of No. 2 oil customers (including commercial)	1,758
Average annual gallonage in 1978	2,342,000
Average number of delivery trucks	4.3
Average number of bulk tank trucks	0.5
Average amount of fuel oil sales in 1978	\$1,571,000
Average amount of equipment sales in 1978	\$144,313



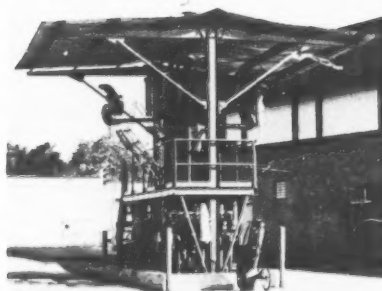
Hydrovalve
precision engineered replacement parts

CONTENTS

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Boiler Parts	56-57	Boiler Parts	58-59
Boiler Parts	60-61	Boiler Parts	62-63
Boiler Parts	64-65	Boiler Parts	66-67
Boiler Parts	68-69	Boiler Parts	70-71
Boiler Parts	72-73	Boiler Parts	74-75
Boiler Parts	76-77	Boiler Parts	78-79
Boiler Parts	80-81	Boiler Parts	82-83
Boiler Parts	84-85	Boiler Parts	86-87
Boiler Parts	88-89	Boiler Parts	90-91
Boiler Parts	92-93	Boiler Parts	94-95
Boiler Parts	96-97	Boiler Parts	98-99
Boiler Parts	100-101	Boiler Parts	102-103
Boiler Parts	104-105	Boiler Parts	106-107
Boiler Parts	108-109	Boiler Parts	110-111
Boiler Parts	112-113	Boiler Parts	114-115
Boiler Parts	116-117	Boiler Parts	118-119
Boiler Parts	120-121	Boiler Parts	122-123
Boiler Parts	124-125	Boiler Parts	126-127
Boiler Parts	128-129	Boiler Parts	130-131
Boiler Parts	132-133	Boiler Parts	134-135
Boiler Parts	136-137	Boiler Parts	138-139
Boiler Parts	140-141	Boiler Parts	142-143
Boiler Parts	144-145	Boiler Parts	146-147
Boiler Parts	148-149	Boiler Parts	150-151
Boiler Parts	152-153	Boiler Parts	154-155
Boiler Parts	156-157	Boiler Parts	158-159
Boiler Parts	160-161	Boiler Parts	162-163
Boiler Parts	164-165	Boiler Parts	166-167
Boiler Parts	168-169	Boiler Parts	170-171
Boiler Parts	172-173	Boiler Parts	174-175
Boiler Parts	176-177	Boiler Parts	178-179
Boiler Parts	180-181	Boiler Parts	182-183
Boiler Parts	184-185	Boiler Parts	186-187
Boiler Parts	188-189	Boiler Parts	190-191
Boiler Parts	192-193	Boiler Parts	194-195
Boiler Parts	196-197	Boiler Parts	198-199
Boiler Parts	200-201	Boiler Parts	202-203
Boiler Parts	204-205	Boiler Parts	206-207
Boiler Parts	208-209	Boiler Parts	210-211
Boiler Parts	212-213	Boiler Parts	214-215
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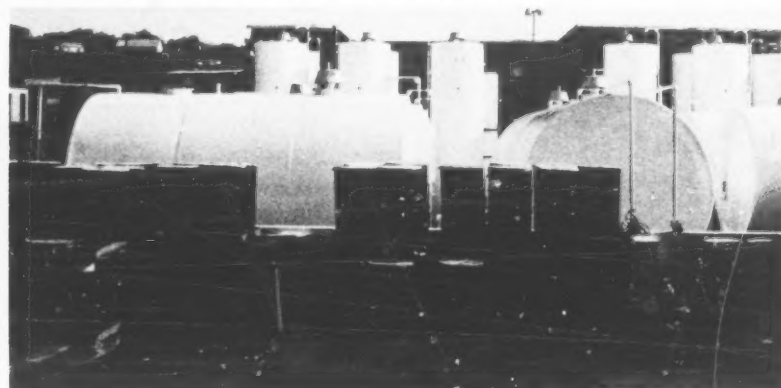
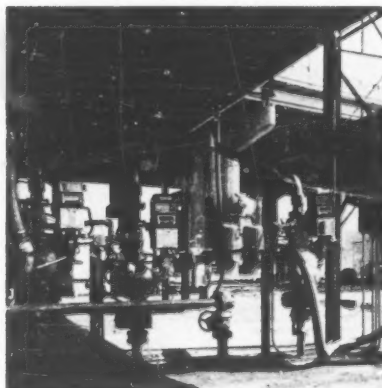
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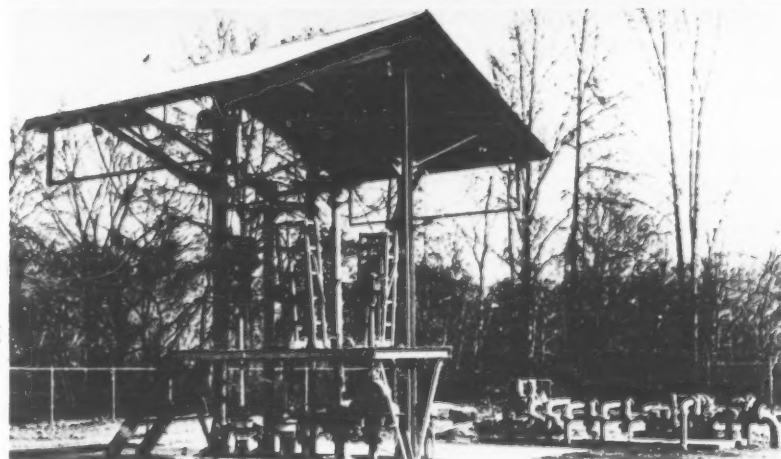


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R.D. 4

MANHEIM, PENNSYLVANIA 17545



than 21 replacement burners during 1978; 17.6 boilers, replacement, new home and commercial; and nearly 14 furnaces overall. While no sectional figures were available, traditionally Midwestern and Southern dealers sell less equipment than their New England, Mid-Atlantic and Western counterparts, which would tend to bring down the averages. The dealers who answered the questionnaire averaged more than \$144,000 in equipment sales during 1978, a healthy figure.

We asked dealers which modifications offered consumers the greatest potential for energy saving and more than half said replacing old furnace or boiler was the most beneficial. Increasing ceiling insulation was a close second choice, with a 49.1 percent response, and replacing the burner got the nod from 36.8 percent of our respondents. Table 4 shows how each of the energy saving ideas fared.

More than 80 percent told us they recommend boiler or furnace replacement when the unit is old and inefficient, even if it is operating with no problems. This is important because too often homeowners opt for "fix and patch" modifications on existing equipment that may keep it operating but not very cheaply. It's like the man with a souped up car who laments "it'll pass everything on the road . . . except gas pumps!" Boiler leaks was the second most numerous reason for recommending replacement, with more than 70 percent indicating they do so. A little more than half said they advise homeowners to replace furnaces when the unit emits fumes. The various reasons and percentage of respondents who recommend replacements are detailed in Table 5.

Of extreme importance to equipment manufacturers, more than three-quarters of the dealers told us that when they recommend replacements, they specify a brand name. And, for the most part, customers follow the dealer's recommendation . . . more than 86 percent of the time.

The factors which influence a dealer's choice when recommending new equipment are, in order of importance, combustion efficiency, quality of construction, ease of service and low incidence of service requirements. Table 6 reports how each factor weighed on the respondents.

More than half of the dealers indicated that they had lost residential customers to gas heat in the past year. The average number of customers lost to gas was 8.2. Dealers were split as to whether

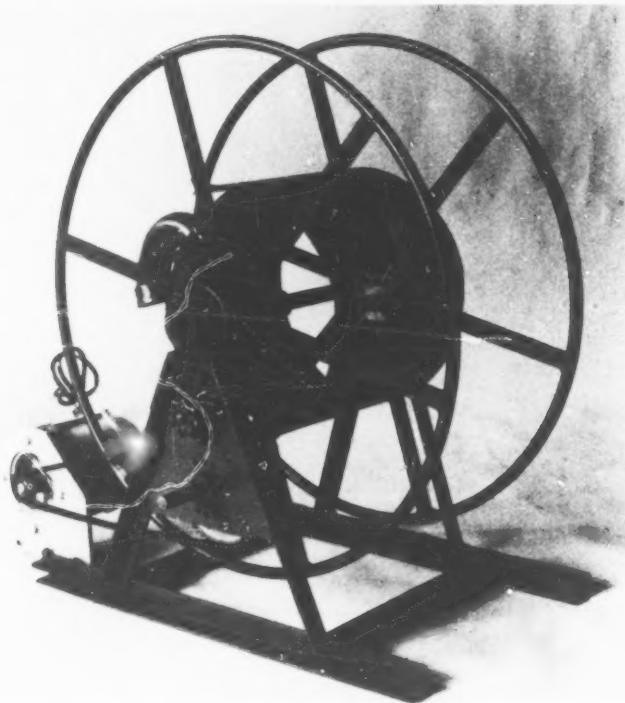
DEIGHAN HOSE REEL
MADE IN PHILADELPHIA
by
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**5/16" STRAIGHT BEARING
SUPPORT BRACKET**

**7/8" SELF ALIGNING
REAR BEARING**

MANUAL OR AIR BRAKE

**U.L. APPROVED XP MOTOR
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**SPOKE TYPE
EASY TO MAINTAIN**

**TWO BEARINGS IN
SWING JOINT**

2" GROOVED INLET

**HEAVY DUTY BASE
FOR INVERTED
INSTALLATION**

We feel certain that after considering the above features of the all new DEIGHAN Hose Reel, you will want to specify it for your new tank truck.

The DEIGHAN Hose Reel, manufactured in Philadelphia, is available in rim diameters from 23" through 43".

All reels are shipped with a solenoid and waterproof switch.

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Table 2
Percentage of Respondents Who Sell Equipment

Burners	85.9%
Furnaces	91.2
Warm Air Equipment (except furnaces)	63.2
Boilers	89.4
Hydronic Equipment (except boilers)	56.1
Both Warm Air & Hydronic Equipment	75.4

or not gas conversions are a serious threat to their businesses, with 40 percent saying yes and 40 percent saying no. The remainder were undecided. About 36 percent said they were taking special steps to prevent further customer erosion. Some 15 percent of the dealers who have lost accounts to gas have made the

actual conversions themselves. Why customers desert oil heat is detailed in Table 7. Price seems to be the number one reason, representing nearly one-third.

As mentioned, most dealers have heard about and agree with the FTC proposal on labels. Table 8 shows exact-

Table 3
Average Number of Devices
Installed in 1978

Replacement burners	21.4 units
Replacement furnaces	11.9
Furnaces in new homes	0.8
Commercial furnaces	1.1
Replacement boilers	13.3
Boilers in new homes	1.5
Commercial boilers	2.8
Domestic hot water systems	9.5
Central air conditioning	2.5
Unitary air conditioning	0.2
Solar systems	0.2
Insulation	0.4

Table 4
Percent Indicating Modifications Which
Offer Greatest Potential For
Energy Saving

Replace old furnace/boiler	52.6%
Increase ceiling insulation	49.1
Replace burner	36.8
Install storm windows & doors	31.6
Burner tuneup	26.3
Lower eight-our thermostat to 60° (at night)	21.1
Lower thermostat to 68° (during the day)	19.3
Weatherstrip/caulk windows	10.5
Lower water heater to 120°	7.0
Re-size furnace/boiler	7.0
Install stack damper	3.5
Raise air conditioning thermostat to 78°	3.5

Table 5
Percent Recommending Furnace/Boiler
Replacement Under Following
Conditions

Operating with no problems, but old & inefficient	80.7%
Boiler leaks	71.9
Furnace emits fumes	57.9
Furnace/boiler breaks down	52.6
Furnace/boiler gives continuous problems	52.6
Furnace/boiler is inefficient (but not necessarily old)	35.1
Homeowner objects to heating bills	19.3
Homeowner threatens to convert to another fuel	14.1

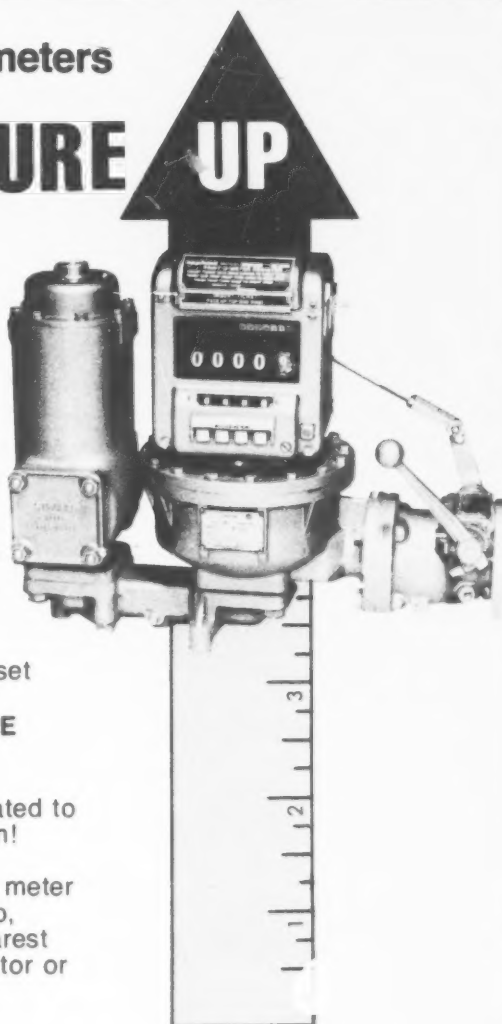
Table 6
Percent Indicating Major Factor in
Brand Selection

Combustion efficiency	77.2%
Quality of construction	63.2
Ease of service	43.9
Low incidence of service requirements	40.4
Durability	12.3
Low retail price	8.8
Quietness	7.1
Long warranty	5.3
Compactness	3.5

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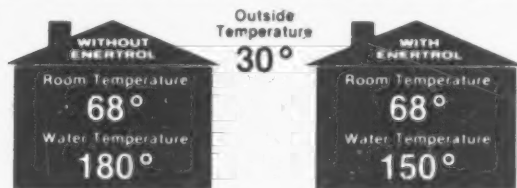
P29

Circle No. 146 on Card

A COMMON SENSE APPROACH TO ENERGY CONSERVATION **Enertrol**

How Enertrol Works to Save Your Customers Money.

Your customer's boiler is set to heat water to a fixed temperature—usually 180 degrees. And whether it's 10 degrees or 50 degrees outside, the boiler keeps right on heating water to the same 180 degrees. What a waste of money! Because when it's 30 degrees outside, you only have to heat water to 150 degrees to deliver all the heat and domestic hot water that's needed. So why burn expensive



fuel to heat water you don't need? With Enertrol, you burn only the fuel you need. Enertrol uses solid-state sensors to measure outside temperature, water temperature and building heat loss. By automatically computing all these factors, and transmitting that information to the boiler, Enertrol precisely meters fuel to the boiler so it can deliver all the heat and hot water your customer needs. For less money.

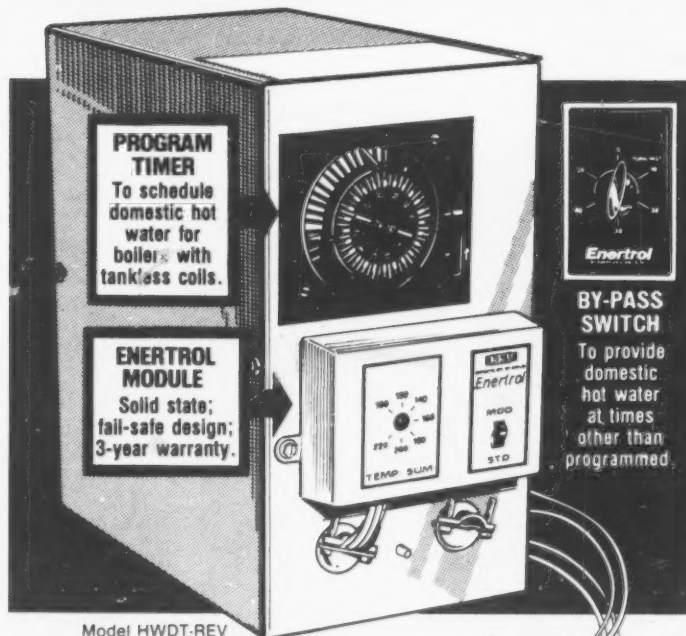
Solve the Tankless Coil.

Enertrol model HWDT-REV is available with a timer to keep the boiler from making hot water when there is no demand for it. So instead of the boiler firing up all night to make hot water for a morning shower, it can be programmed up to 6 periods daily to heat the water just before it's needed. When no domestic water is required, Enertrol circulates lower temperature water longer. The result is more even heating comfort and lower fuel bills.

**Completely Safe,
Maintenance Free.**



Enertrol is listed by Underwriter's Laboratory, has a full 3-year service warranty, and a one-year money-back guarantee. You can't lose.



Model HWDT-REV

BOILER SENSOR
Solid state; surface mount; no mechanical connection. No system shutdown.

OUTSIDE SENSOR
Solid state; can be extended up to 770' with 18 gauge thermostat wire.

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To help our dealers sell Enertrol, we've developed a solid dealer program that includes:

1. A direct mail campaign
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3. A complete dealer sales kit
4. Sales literature and point-of-purchase aids
5. Complete dealer service training
6. A money-back guarantee
7. A three-year warranty

The Enertrol Guarantee.

We guarantee that Enertrol will save your customers up to 25% of their fuel bills this year. Not a year from now or two years from now, but this year and every year thereafter. If it doesn't, or if your customer is not satisfied with Enertrol in every way, we will take it back and refund the purchase price.

Get Full Details Today.

For full details on Enertrol, call American Stabilis today at 207-784-9380 or write to us at the address below. You'll satisfy your customers by saving them money, and increase your profits at the same time.

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Improve Your Image and Your Profits with Enertrol!

Circle No. 147 on Card

Table 7
Reasons Consumers Switch to Gas Heat

They think gas is less expensive	31.6%
They think gas requires less service	24.6
They think gas is more abundant	19.3
They think gas is more convenient	15.8

ly how dealers feel about this subject.

We asked dealers what they feel is their customers' awareness level of energy conservation. Almost all customers,

they felt, had at least some awareness, with about 22.8 percent of homeowners highly aware of energy conservation and another 63.2 percent somewhat aware.

Table 8
How Dealers Feel About Proposed
FTC Labeling Rule

Strongly agree	35.1%
Agree	43.9
Disagree	8.8
Strongly disagree	3.5

Only about 14 percent of the accounts handled by our respondents showed no apparent concern about saving energy.

Despite the fact that dealers felt most customers were well aware of energy conservation, almost 80 percent felt there is still a need to motivate homeowners into adopting energy saving measures. And 64.9 percent felt that fuel oil dealers should do more in this area. Half of the dealers also said that manufacturers of heating equipment should also do more to promote conservation. Another 47.4 percent said that government should lend a hand in communicating the need to conserve; 40.4 percent

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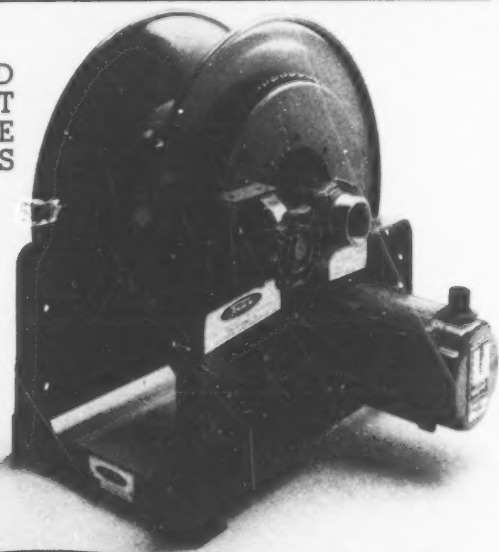
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NEW CUSTOMERS ALWAYS WELCOME

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Systems for the Movement and Measurement of Liquids

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Here's Economical Energy In Action!

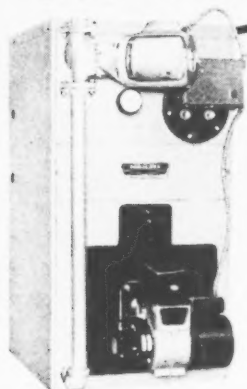
PEERLESS

OF BOYERTOWN, PENNSYLVANIA

SINCE 1908



Oil Fired CAST IRON BOILERS



SERIES

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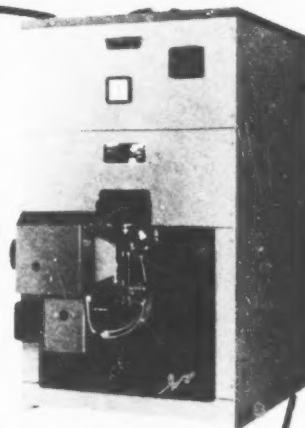
commercial & residential
WATER or STEAM

SERIES
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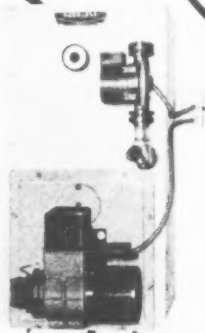


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SINCE 1908

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Table 9
What Dealers Feel Will be the Impact of an FTC Labeling Law

Feel it will have a positive impact	64.9
Feel it will have a negative impact	19.3
Feel it will have a major impact (either positive or negative)	12.3
Feel it will have a fairly strong impact (either pos. or neg.)	47.4
Feel it will have only minor impact (either pos. or neg.)	33.3
Feel it will have no impact whatsoever	5.3

added distributors and wholesalers to this list; and one-third said contractors should pitch in too.

More than half—59.6 percent—of our subjects offer on-site energy audits, but only about 17.8 percent of their custom-

ers have taken advantage of this service.

It would appear that dealers are indeed concerned with the welfare of their customers and want to be a part of the energy conservation movement. As

we have said many times, promoting energy conservation is the only viable alternative to wholesale conversions to competitive fuels. Dealers must make the commitment to reduce the heating bills of their customers, even at the expense of their own galloneage. It's a choice of "lose a little or lose it all."

Publication Describes HUD Solar Grant Homes

The National Solar Heating & Cooling Information Center is offering a new publication from HUD which describes houses which received solar demonstration grants. It is a companion to three earlier volumes, and is titled: *Solar Heating and Cooling Demonstration Program: A Descriptive Summary of HUD Cycle 4 and 4A Solar Residential Projects*.

The book summarizes 144 solar demonstration projects, containing 6,851 residential units, in 41 states. The dwellings cover the gamut of U.S. housing, from modest, single-family homes to a 695-unit high-rise apartment complex. Installations include new construction and retrofits, from passive to active solar energy systems. Copies can be obtained from the center: Solar Heating, Dept. M, P.O. Box 1607, Rockville, MD 20850.



SEC PETROSYSTEMS

The only minicomputer system in the industry with data center power.

Petrosystems—unmatched in the industry, helps you manage your cash flow and determine the most efficient fuel delivery schedules... increasingly important during periods of tight money and allocated fuel supplies.

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Director, Petrosystems Division
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(804) 282-2331



SOME HONKER—The exclusive calibration switch (top left) is for fine tuning the sensitivity of smoke detectors to avoid false alarms in kitchens or near fireplaces. It is available only on Honeywell detectors. Linda Vrieze of Elk River, MN installs them during assembly at Honeywell's Golden Valley, MN plant.

Circle No. 151 on Card

EMERGENCY ENERGY CONSERVATION MEASURES HAVING POTENTIAL FOR SIZEABLE SAVINGS IN NEAR FUTURE

	Maximum Savings, per year, Equivalent Barrels per day*
1. Reset thermostats controlling room temperature in homes (By 3° summer and winter)	550,000
2. Improve efficiency of energy utilization in industry (2%)	280,000
3. Improve efficiency of energy use in commercial buildings (10%)	400,000
4. Mandatory automobile tuneup every 6 months	140,000
5. Stop use of hot water for laundering (cold water detergents)	180,000
6. Reduce speed limits for passenger cars to 50 MPH	250,000
7. Increase load factors on commercial aircraft to 70% from 50%	120,000
8. Wider use of car pools (2.3 passengers in lieu of 1.3)	780,000
Annual Average Total	2,700,000
Winter Rate Total	3,300,000
Summer Rate Total	2,100,000

*Total of all petroleum products plus natural gas plus other energy derived from petroleum, such as electricity produced by oil, rounded to two significant figures. Natural gas saved can be used to substitute for oil, since many oil users can burn both oil and gas.

Source: U.S. Treasury Department

Shell-Australia Buys Into Solahart Parent Company

Shell Oil of Australia has purchased a one-half interest in S.W. Hart Co., Perth, Australia, parent company of Solahart California, a San Diego-based solar water heating firm. Solahart officials note that Shell's investment will mean a faster and more substantial U.S. expansion. Solahart manufactures the only thermosyphon solar hot water system in the U.S. It is said to function independently—without the customary need for pumps, sensors, controls or other moving parts.



THREE GENERATIONS—Detroit Diesel Allison Detroit operations director of engineering, Frank W. Sinks, right, explains the division's newest diesel engine to F. Glen Shoemaker, head of the research team that developed the first General Motors diesel engine. The new 8.2 diesel is designed specifically for medium duty trucks and school buses, and will be put into production early next year and offered in Chevrolet, GMC and Ford vehicles. It will be available in 165 brake hp, naturally aspirated, or a 205 bhp turbocharged version. Shoemaker headed the team of engineers who developed the first GM diesels beginning in 1928. He has been retired for some 20 years.

easy rider



The unique shape and styling of BOSTON steel and aluminum truck tanks are but two of many reasons why BOSTON tanks are a better buy for productivity and delivery efficiency.

For an easier ride, we take a semi-rectangular shape and continue it lengthwise through the canbox area. This styling provides a low profile and low center of gravity — so there's virtually no load sloshing when a partially full tank truck takes to the highway.

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BOSTON tank construction meets or exceeds all Federal/state specifications and regulations. Custom-built truck tanks are available with top or bottom loading mechanisms; vapor recovery systems, also.

Boston Steel & Mfg. Co.

490 Eastern Avenue • Malden, MA 02148

(617) 324-3000

SHIPMENTS OF RESIDENTIAL ENERGY CONSERVATION PRODUCTS
(million dollars)

						% Annual Growth	
	63/65	1976	1980	1990	1976-80	1980-90	
Conservation Product Shpt	295.3	1863.9	5120	6060	28.7	1.7	
Insulation	66.1	517.3	1780	1200	38.2	-3.7	
Insulated Windows	86.4	661.4	2230	3925	35.5	5.8	
Storm Windows	56.9	383.8	615	360	12.5	-5.2	
Storm Doors	44.6	115.9	170	225	10.1	2.8	
Caulk & Sealant	36.0	130.9	245	300	17.0	2.0	
Weatherstripping	5.3	54.6	80	50	10.0	-4.6	

Source: Predicasts, Inc., Cleveland, Ohio.

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Crown. Manufacturing for the oil and gas fired burner market for over 40 years. Our Sparktrodes® have proven to be the finest electrodes made. We offer the exact OEM replacement parts thru wholesale jobbers nationwide at better than competitive prices. We stock for immediate delivery, over 700 different electrodes and flame rods, along with more than 100 types of ignition and transformer terminals.

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- Gauge Glass and Washers
- Combustion Chambers
- Fuel Pump Gaskets



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Canadian Manufacturer: E. S. Gallagher Sales Ltd., 44 Eugene Street, Toronto, 15.

Circle No. 153 on Card

Three Publications Issued on Terminals

Three new publications for the transportation and distribution industry have been published. Called the *Terminal Compliance Manual Series*, the volumes are designed to help private and for-hire carriage operations deal with the many complexities encountered when dealing with freight terminal claims, security and safety. *Freight Claims Manual* deals with claims prevention, handling and procedures, including ICC regulations and rulings on claims processing and disposition. The *Freight Security Manual* features governmental involvement, procedures and products designed to assist terminal operations in providing security for freight from loss, damage and theft. The *Fleet Safety Compliance Manual* covers Federal Regulatory data on fleet safety compliance methods, safety rules and data for terminal operations. Practical procedures and systems for compliance with rules for personnel, operations, equipment, accidents, logging and maintenance are featured. Also included is the complete text of regulations in Title 49, CFR, Parts 390-397 and part 177 for easy referral. Contact J.J. Keller & Associates, Inc., 145 W. Wisconsin Ave., Neenah, WI 54956, 1-800-558-5011.

Sid Harvey's Opens Two New Stores

Sid Harvey of Wisc., Inc. has opened a new branch operation at 935 N. Perkins, Appleton, WI. This is the third Sid Harvey store in the state, joining the main office in Milwaukee and a branch in Madison. Edward Snyder is president of the Wisconsin operation.

Sid Harvey of Minn., Inc. has opened a new warehouse and sales outlet at 601 N. Prior Ave., St. Paul. The new location will operate as the main office, while the original store in Minneapolis will continue as a fully stocked branch.

FUEL OIL NEWS

Accessories

(continued from p. 64)

577 PUMPS, OIL BURNER
HYDROVALVE CO., INC.
PEERLESS PUMP CO.
SUNDSTRAND HYDRAULICS
VIKING PUMP DIV.
WEBSTER ELECTRIC CO., INC.

578 PUMPS, VACUUM, HEATING
DUNHAM-BUSH, INC.

579 RADIATORS, CAST IRON OR STEEL
BURNHAM CORPORATION
SLANT/FIN CORP.
WEIL-MCLAIN, DIV. OF WYLAIN, INC.

580 RECORDERS, SMOKE DENSITY
CLEVELAND CONTROLS INC.

582 REGULATORS, DRAFT, COMBUSTION
AMMARK CORP.
STEINER OR CAROLINA, INC.

583 SALES AIDS
MARKETSHARE COMMUNICATIONS
T-C SPECIALTIES CO., INC.

584 SOLAR COLLECTORS
ACORN STRUCTURES
ALTEN CORP.
THE AMCOR GROUP, LTD.
AMETEK POWER SYSTEMS GROUP
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COLUMBIA CHASE CORP.
SOLAR ENERGY DIV.
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LOF SOLAR ENERGY SYSTEMS GLASS
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NATIONAL SOLAR CORP.
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RAYPAK, INC.
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SOLAR TECHNOLOGY CORP.
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STANDARD SOLAR COLLECTORS, INC.
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SUNSAV, INC.
SUNSAVER CORP.
SUN SYSTEMS, INC.
THOMASON SOLAR HOMES
TOTAL ENERGY CORP.
VIRGINIA SOLAR COMPONENTS, INC.
WEATHER-MADE SOLAR SYSTEMS, INC.

585 SOLAR HEATING SYSTEMS, DOMESTIC HOT WATER
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AMETEK POWER SYSTEMS GROUP
AMERICAN HELIOTHERMAL
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DAYSTAR CORP.
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ENERGY DISTRIBUTION INC.
ENERGY SYSTEMS, INC.
GRUMMAN ENERGY SYSTEMS, INC.
HELIOSYSTEMS
ILI, INC.
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LENNOX INDUSTRIES INC.
MOR-FLO INDUSTRIES INC.
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SOLAR-EYE PRODUCTS, INC.
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SOLAR HOMES, INC.
SOLAR HYDRO SYSTEMS, INC.
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SOLARON CORP.
SOLAR SUPPLY, INC.
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SOLAR USAGE NOW INC.
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SUN SYSTEMS, INC.
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TOTAL ENERGY CORP.
WEATHER-MADE SOLAR SYSTEMS, INC.

586 SOLAR HEATING SYSTEMS, SWIMMING POOLS
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ENERGY DISTRIBUTION INC.
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HELIOSYSTEMS
ILI, INC.
ITC-SOLAR
NORTH AMERICAN SOLAR
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RAYPAK, INC.
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SOLEX CORP.
SOLAR-EYE PRODUCTS, INC.
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SOLAR INDUSTRIES
SOLAR SUPPLY, INC.
SOLARTHERM, INC.
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WAXING AND GELLING OF HEATING OIL A MAJOR PROBLEM

HOT™ 4 IN 1 HEATING OIL TREATMENT

The Simple Solution



The pour point of heating oil keeps getting higher so as the winters get colder your problems with Waxing and Gelling get worse. Kerosene that you have used before is getting scarce and expensive but not to worry.

HOT 4 IN 1 HEATING OIL TREATMENT IS THE SIMPLE SOLUTION

Hot heating oil treatment is a distillate pour point depressant which reduces the pour point as low as -30° F which means that waxing and gelling is prevented. The cost of treating with HOT is a lot less expensive than kerosene.

HOT 4 IN 1 Oil treatment also

- absorbs water
- eliminates sludge
- improves atomization
- prevents icing
- reduces soot
- kills bacteria

HOT ALL PURPOSE OIL TREATMENT is the perfect answer for oil dealers wishing to treat their oil with the ONE PRODUCT THAT TREATS ALL THE PROBLEMS



Available in cans, drums and in bulk.
Don't forget we have FUEL POWER for Diesel trucks.
Write for our catalog and name of local supplier.



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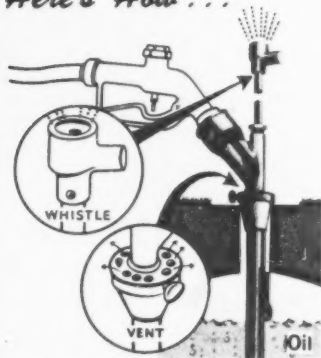
SPEED KLEEN® for Underground Fills

Mr. Oilman:

Think what saving 20 minutes out of 30 could mean to you in extra profits.

At least \$3.00 extra profit every time you fill most customers underground tanks.

Here's How...



- Fills underground tanks at full pumping speed . . . even with completely clogged vent.
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Does its own venting. Only underground fill tube requiring no raising or lowering of venting head . . . regardless of tank depth or size. Finger-tip collar adjustment quickly provides venting as required.

One small investment per truck can help you boost profits. Ask your Equipment Dealer or order direct.

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* Plus 8% Federal Excise Tax.

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GRUNDOS PUMPS CORP.
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WEATHER ENGINEERING & MFG. INC.
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ELECTRIC

590 TERMINALS, IGNITION

CROWN ENGINEERING CORP.

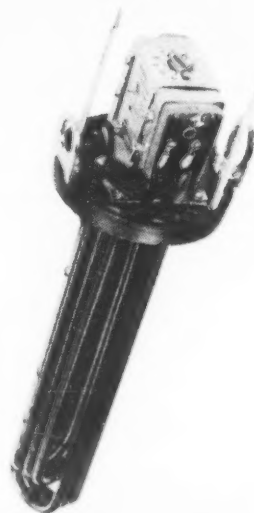
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AMMARK CORP.
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DYNAMIC ELECTRONIC CONTROLS

ELECTRIC OIL HEATERS from WARREN ELECTRIC



The Industry Leader in Fuel Oil Heaters
Recognized for Quality and Design
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Fuel Oil Heating is Our Business!
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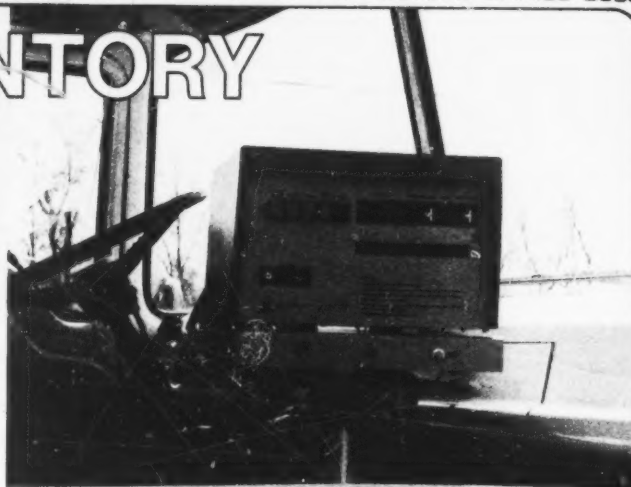
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FUEL OIL NEWS

INVENTORY



AMALGAMATED TANK CORP.

Rahway, NJ

PARTS & SERVICE



Today's TECHNOLOGY

\$37,400



1979 Ford C-8000 with Caterpillar diesel engine, 5 speed transmission, and 2 speed rear. 3,000 gallon steel tank fully equipped with pump, meter, hose reel, and hose.

Also available with a used 3,000 gallon steel tank for \$32,900.

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AMALGAMATED TANK
CORPORATION

TABLE VII
Average Number of Units Installed in Past 12 Months

Residential				Commercial			
	Burners	Boilers	Furnaces		Burners	Boilers	Furnaces
New England	43.1	11.4	9.8	New England	5.5	1.5	*
Mid-Atlantic	37.8	11.0	6.8	Mid-Atlantic	3.1	0.5	0.4
South	18.5	5.5	9.0	South	5.0	1.5	*
Midwest	25.3	11.3	33.5	Midwest	18.6	*	*
West	NR	NR	NR	West	NR	NR	NR
All Sections	31.2	9.8	14.7	All Sections	8.1	0.9	*

*Less than .1
NR—Not Reported

ONEIDA

JOIN THE HAPPY HEAT FAMILY



WITH THE HIGH PRICE OF FUEL OIL — HEAT IN ROYAL WOOD COMFORT



"AWGO"
SERIES

Oneida  Royal

Get automatic central heat with wood and your new Oneida Royal furnace... at lowest possible home heating cost.

Warm Air System:

- ☐ wood and fuel oil combination furnace
☐ wood and gas combination furnace
☐ wood furnace ☐ coal furnace

Hot Water System:

- ☐ wood and fuel oil combination boiler
☐ wood and gas combination boiler ☐ wood hot water boiler
☐ coal hot water boiler

Oneida Heater Co. Inc. ☐ 109 N. Warner St., Oneida, New York 13421 ☐ Phone: 315/363-5500

Please send me information
on Oneida Royal Wood-burning
Furnaces!

Oneida Heater Co.
109 N. Warner St.
Oneida, N.Y. 13421

Name _____
Address _____
City _____
State _____ Zip _____
Phone _____

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HONEYWELL INC.
HYDROVALVE CO., INC.
JOHNSON CONTROLS INC. CONTROL PRODUCTS DIV.
PSG INDUSTRIES
T A TOUR & ANDERSSON INC.
WHITE-RODGERS DIV. OF EMERSON ELECTRIC

584 THERMOSTATS, LOCKING DEVICES
JOHNSON CONTROLS INC. CONTROL PRODUCTS DIV.
T A TOUR & ANDERSSON INC.

595 TIME SWITCHES
CONTROL DEVICES INC.
HEATER METER, INC.
HEAT TIMER, INC.

596 TRANSFORMERS, IGNITION
ALLANSON MANUFACTURING CO., LTD.
DONGAN ELECTRIC MFG.
HYDROVALVE CO., INC.
KENYON MAGNETICS
THE SCOTT & FETZER CO
WEBSTER ELECTRIC CO., INC.

597 TRANSFORMER TERMINALS
HYDROVALVE CO., INC.

599 TRAPS, MECHANICAL, STEAM
ITT FLUID HANDLING DIV.

600 TRAPS, FLOAT & THERMOSTATIC, STEAM
ITT FLUID HANDLING DIV.

601 TRAPS, RADIATOR, STEAM
ITT FLUID HANDLING DIV.

603 VALVES, BALANCING
A.W. CASH VALVE MFG. CORP.
FLO-TROLICS
ITT FLUID HANDLING DIV.
MILWAUKEE VALVE CO., INC.

604 VALVES, BYPASS, WITH PROVISION FOR SOME CIRCULATION
A.W. CASH VALVE MFG. CORP.

605 VALVES, CHECK
A.W. CASH VALVE MFG. CORP.
FLO-TROLICS
HIGHFIELD MFG CO.-FIROMATIC
ITT FLUID HANDLING DIV.
MILWAUKEE VALVE CO., INC.
OCV CONTROL VALVES

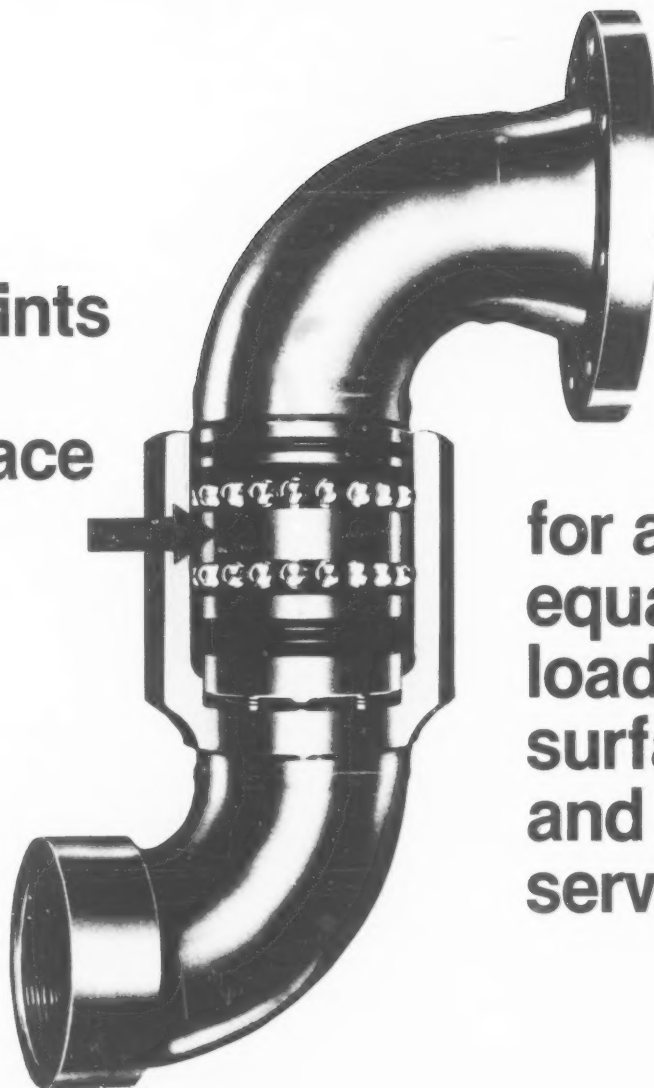
606 VALVES, FLOW CONTROL, FOR HOT WATER SYSTEMS
AMMARK CORP.
FLO-TROLICS
GORTON HEATING CORP.
ISTA ENERGY SYSTEMS CORP.
MAID-O'-MIST
MILWAUKEE VALVE CO., INC.
T A TOUR & ANDERSSON INC.
TOKHEIM CORP.

607 VALVES, MIXING, HOT & COLD WATER
FLAIR MFG. CORP.
ISTA ENERGY SYSTEMS CORP.
MILWAUKEE VALVE CO., INC.
T A TOUR & ANDERSSON INC.
TOKHEIM CORP.

608 VALVES, PRESSURE REDUCING
A.W. CASH VALVE MFG. CORP.
FLO-TROLICS
HYDROVALVE CO., INC.
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TOKHEIM CORP.
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WEBSTER ELECTRIC CO., INC.



**Parker
swivel joints
give you
more space
here...**



**for a more
equalized
load-bearing
surface...
and a longer
service life**

The well-known Andrews line of ball bearing swivel joints is now a part of the Parker Hannifin Hose Accessories Division.

Precision-machined for perfect alignment, Parker swivel joints can be teamed up with your piping, hose and tubing for nearly every application available in your factory, refinery, water/sewage treatment plant, service station, distribution center or on your bulk transport systems.

Our specifications can nearly always meet yours:

- Carbon steel, stainless steel, or aluminum

- Sizes 2" through 8"
- Styles 10 through 80
- Available with flanges, threaded or beveled ends
- One, two or three planes of rotation
- O-ring dust seal protects ball bearing raceways and seals against outside elements
- Buna-N seals come standard, many other compounds available
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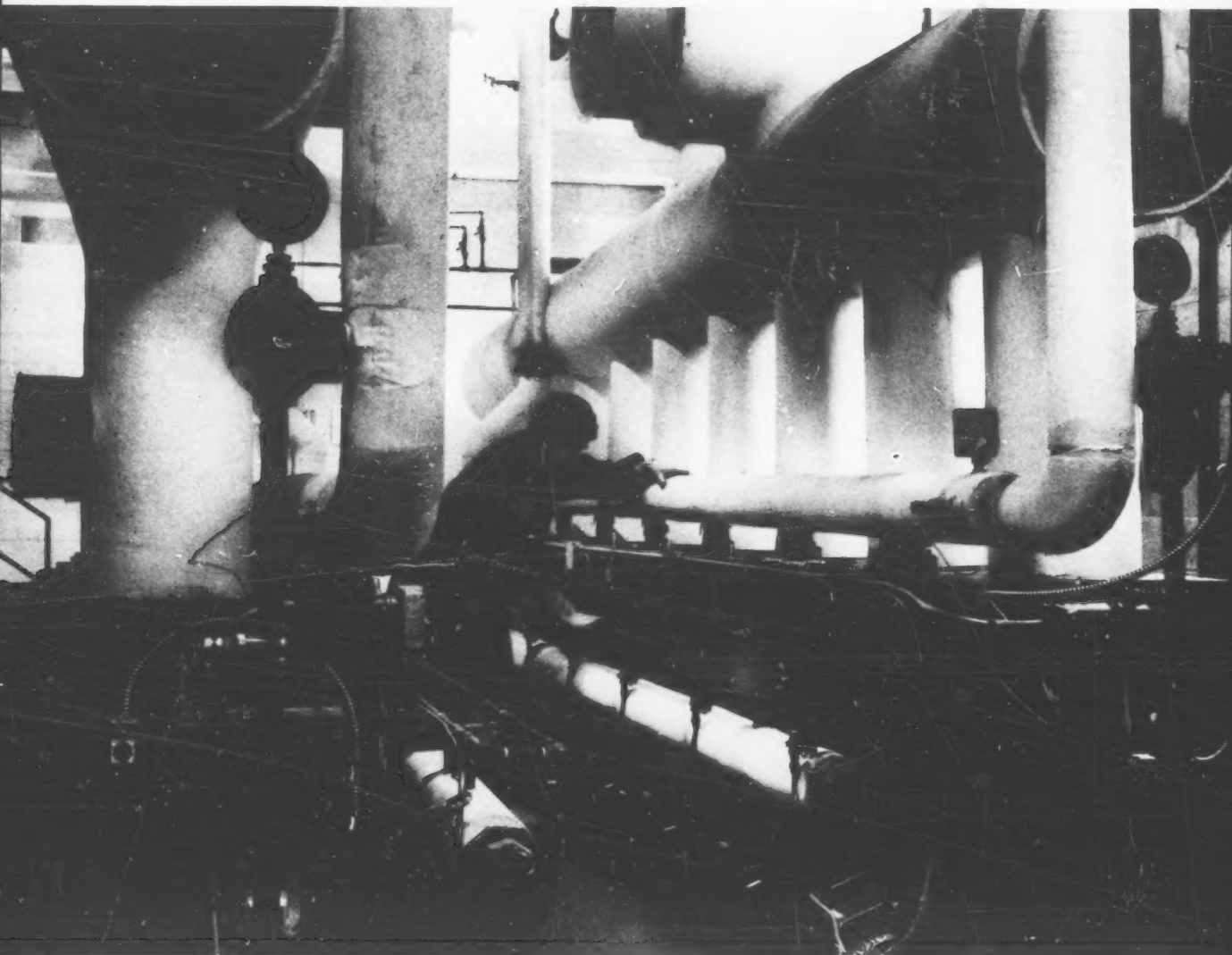
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(Continued on page 86)

FUEL OIL NEWS

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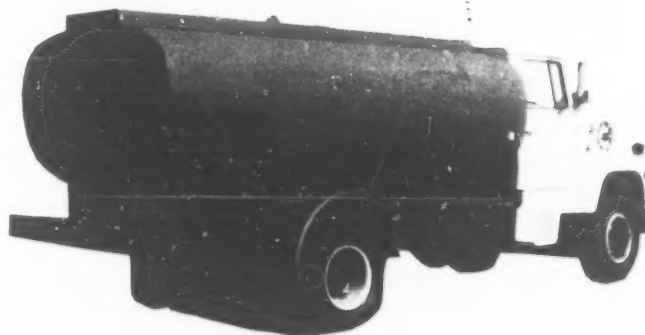
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(continued from p. 44)

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633 CORROSION INHIBITORS, FUEL TANK
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